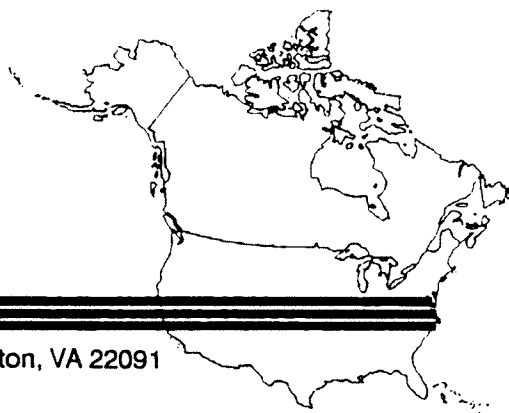


MII

Users Association of America

c/o Gardy McGrath International * 1950 Roland Clarke Pl, STE 100 * Reston, VA 22091
(800) 966-1030 * (703)620-6000 * Fax (703)620-0451



MII Playback

Monthly Newsletter of the MII Users Association of America

February 1993

Vol. 3,

No. 1

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And a Whole Lot More...

The opinions expressed in this publication are those of the individuals quoted and do not necessarily reflect the position of the MII Users Association of America or its members.

MII Users Association of America
c/o GMG International Inc.
1950 Roland Clarke Pl., Ste 100
Reston, VA 22091



Commentary from the Executive Director

"And Now... The News."

Trying to detail the events of the past month probably will sound like a rendition of your local eyewitness news. But, even at the risk of sounding like the town crier,... here I go.

When we left our story last time, the association's User Day which was already postponed once from back in 1992, met up with funding difficulties. Both Panasonic and GMG budgets to support the association had been exhausted just trying to keep up with membership growth. This growth generated markedly higher costs for mailings, duplications, phone, etc., in addition to more frequent than average P.R. efforts and show appearance schedules.

Before we punted, however, we asked Panasonic if there was any additional funding available. But hitting any corporation this late in the fiscal year (ending 03/31/93) with funding shuffles, can create budget shortfalls elsewhere. It was mutually decided by Panasonic and our association board of directors to hold off until the next fiscal year, (beginning this april 1) and have a larger-than planned Users Day event at this years NAB in Las Vegas. Planning is now underway (see NAB 93 details, this issue).

The funding shortfall was a topic of discussion at Feb. 2 meeting at MII users headquarters in Reston, Va. with Mr. Alec Shapiro, Head of Panasonic Marketing, Mr. Frank Defina, Panasonic's MII guardian angel, Jerry Spencer, Panasonic MII user liason and myself. We concurred that trying to budget for our growing organization was equivalent to planning for the catering of a party where no one could predict how many guests would end up attending. It was originally projected that there would be 600 members at the end of 1992. But with nearly 900 members and growing at New Years 1993, it was clear that our continued growth, fueled by MII's steady resurgence, could result in 1200-1500 members by 1994. It was evident at that meeting other sources of revenue would have to be tapped to continue supporting the membership. We decided at that meeting to investigate these areas-

- 1) membership dues/donations*
- 2) revenue from the new MII training tape series (This already is beginning to happen, See ad this issue)*
- 3) newsletter advertising revenue*
- 4) donations/sponsorships from manufacturers other than Panasonic*

I have discussed these options with several users around the country. I'm receiving a variety of opinions on each option. All points will be discussed in depth at the NAB users meeting in Las Vegas. In the interim, we are proceeding with the sale of training tapes and advertising space to begin the process.

In the area of dues, many are quite willing to pay for membership services. Others have indicated that the users association should be part of the whole MII product package that Panasonic is providing the user upon purchasing MII, and therefore no dues should be charged. (It should be noted that many Panasonic sales reps across the country offer membership in the association as part of the package, and we've received feedback from many new users that belonging to the association and having such a large membership backing helped them decide in favor of MII.) We must consider all opinions before making a decision...and we will.

In past recent newsletters, we've discussed that the Panasonic 2000 program was being re-vamped, especially in the service area, by Mr. Frank Defina. He has received a large volume of feedback over the last month and was prepared to provide a new program outline at the users day originally scheduled for february. Even if Users Day wasn't going to happen, we were hoping to have some response for publishing in this issue. But at the February 2nd, 1993 meeting at user headquarters, and at a subsequent Panasonic meeting in Secaucus on February 11th, the association provided additional

letters from users, concerning service. One letter from Mr. Lloyd Reed, original owners subcommittee chairman, talked about the high costs of head replacement parts for older 3 digit series models when compared to the acquisition costs of newer two digit machines (See resulting survey question, this issue.) Mr. Reed also re-iterated concerns echoed by other users regarding the assignment of MII service engineers to D-3 support. After hearing about these concerns, the consensus at Panasonic was to delay final decision on the newly planned approach to respond to these service issues, insuring that all user concerns are addressed. This would mean final implementation of a new plan or on about April 1. Thus, although a new Panasonic 2000 service policy would not be immediately forthcoming, the extra time could be devoted to further-enhancing the approach with the most recently expressed user sentiments in mind.

But Frank Defina still wants to solve specific user problems immediately. Eg. When a Fort Collins, CO. JVC MII user, whose JVC machine was down, rented a Panasonic AU-65 from a local dealer, the Panasonic AU-65 exhibited problems. This was the only loaner that the dealer had available, and the user had a client waiting to finish a project. After the user called the association for help, we notified Frank Defina, and he immediately went into action. Coordinating with Panasonic's Ted Ellsworth, he was able to arrange for another panasonic loaner from the company's loaner pool and the user's project was saved. Got a similar problem? Don't hesitate to call us and we'll notify Frank immediately. Thanks to Frank and Ted for a job well done.

Finally, concern has been expressed that it is not in the best interest of the format to be discussing internal MII issues, problems, etc. within these pages. We do have reason to believe that due to the newsletters wide dissemination, representatives from a four-letter company beginning with S are frequent readers. Can distortion of facts, caused by an adversary reading our mail, hurt MII's reputation?

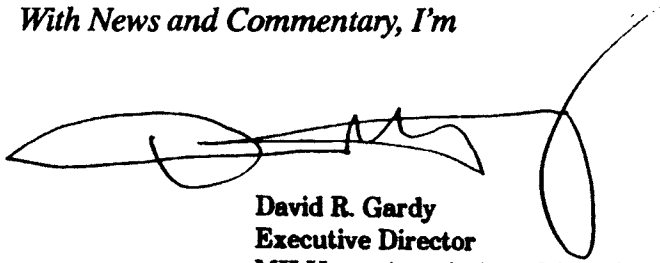
(Here's where we leave the news and go back to commentary)

HECK, NO! The MII format's quality and longevity in the market speaks for itself. MII users, bound together in a nationwide organization to support the format, believe in the product and the industry knows it! Communication lines that we keep in tact through this open forum lead to healthy dialogue with the manufacturer. And Panasonic has the foresight to know that providing major funding to the association to assist us in our role as an "Ombudsman" means they'll get valuable feedback from their customers, which can be used to serve the market better.

I've talked to several PVW and D-2 customers who can't believe that a manufacturer would be concerned and confident enough to support such an open organization. (Of course, knowing the track record of PVW and D-2, I can see why it might be better to keep things quiet). Sales reps from other industry manufacturers have commented to me repeatedly about the association's "unprecedented" policy of "throwing all the cards on the table" in the interest of helping the user base communicate, grow and thrive. Well, simply stated...it works.

So keep those cards and letters coming! As always, we and Panasonic are listening. And I invite all users interested on seeing such an approach in action come to the users meeting in Vegas at NAB '93. (Even you sony only "spies"... the worse that can happen is you might become enlightened!)

With News and Commentary, I'm



David R. Gardy
Executive Director
MII Users Association of America

Editors note: You can reach the association at (800)966-1030, (703)620-6000, fax (703) 620-0451 or by mail: MII Users Association of America, c/o Gardy-McGrath Int'l Inc., 1950 Roland Clarke Pl, Ste 100, Reston, VA 22091

THE MAGICAL ADVENTURES OF
MII MAN! CANADIAN

(BY) J. DEAGNON ESQ.

1993

THAT'S ME!
EH!

ONE FINE DAY IN TORONTO...

WHAT'S
THIS?

THE EVIL COMPETITOR IS
SIGHTED BY OUR HERO, TOSSING
VALUABLE MII UNITS AND
ACCESSORIES OFF THE CN TOWER!

GOOD
LORD!

HURRY IT UP LEFTY!
BEFORE THAT NOSY
MII MAN PUTS THE
KIBOSH ON US!!

DUHH,
OKAY
BOSS!

STOP!
YOU
EVILDOERS!

UH
OH!

YOU'LL NOW KNOW THE WRATH OF
MII MAN!!

WE WASN'T
DOIN NUTHIN
MII MAN!!

BUT...
SUDDENLY, THE HOODS REACT!!

TAKE THAT
MII MAN!!

ARGH!

KONKY!

EVIL
COMPETITOR

COULD THIS BE THE END, FOR
CANADIAN MII MAN??

...The 1992 Winners Are

The MII Users Association of America is pleased to present the winners of the 2nd Annual, 1992 MII Users Awards. With well over 200 submissions, the decisions were tough ones for the awards committee. The judges who chaired the awards committee remarked " We were impressed with the variety, innovation, and quality of the entries." The MII Association will be taking the winning tapes to NAB as we did last year.

It is clear from the quality of the productions presented that many of these presentations exceed the quality of the traditional display tapes that the manufacturers put together. In addition, many will be surprised at the full spectrum of production techniques that are represented. Final arrangements to display the videos at NAB are being worked out with Panasonic at press time.

Award winners will receive gold, silver, and bronze award certificates in addition to special award of merit certificates for each category. Formal notification to winners will precede mailing of these certificates (ie. it may take a month or so to get these out). Due to lack of funds in the budget, we will not be able to issue statuettes as we did last year. You do, however, have the option of ordering a statuette through the Association at a cost of \$45.00 per statuette (By the way, they're bigger this year. Any questions regarding the contest can be forwarded to Russ at the Association Headquarters.(800)966-1030. Congratulations To...

Category 1-Television Commercial Spots

Gold

Channel 20 " DWI Penalties "

Silver

CNBC " Sports View "

Bronze

Fox 24 " Burger "

Special Award of Merit (not in any particular order)

-Fox 24 Twin Lakes infovideo " Geico Safety "

-S&W Productions " Citizens Bank "

Category 2-TV (Self) Promotion

Gold

Fox 24 " Saturday Cine Open "

Silver

Fox 8 " See it Again (Star Trek)

Fox 24 " Fox Kids Club-Timberwolf "

Bronze

Garden State Cable " Legislators on the Line "

Special Award of Merit (not in any particular order)

-Garden State Cable " Sleepwalkers/Alien 3 "

Category 3-TV News or Documentary

Gold

Ball State U. " Crisis and Opportunity "

Silver

New York Telephone " Stormy Monday "

Bronze

Grant Booker Video " Journey of the Spirit "

Special Award of Merit (not in any particular order)

-Fox 24 " Allen Lambe "

Category 4-TV Other

Gold

Dept of Veterans Affairs " You Can't Touch This "

Silver

Fox 24 " Midwest Sportsman "

Bronze

Garden Sate Cable " High School Football Tease "

Special Award of Merit (not in any particular order)

-Video Management Systems " World Entity "

Category 5-Training/Industrial

Gold

Ball State U. " TR-90 "

Silver

Don Brown Productions " NTDRA "

Bronze

Video Management Systems " Great Expectations "

Special Award of Merit (not in any particular order)

-Century Design " Data Base Publisher "

Category 6-Corporate Promotional/Sales/Communication

Gold

Ball State U. " Mission Impossible "

Silver

JF Heise, Eaton Corp " Push Buttons "

Bronze

S&W Productions " Liquid Waste Tankers "

Special Award of Merit (not in any particular order)

-New York Telephone " The Most Comforting Sound "

-Barrister Studios " Self Promo "

-Don Brown Productions " Basin Valve Corp "

Category 7-Non Broadcast Other

Gold

Gardy McGrath Int'l " SBIR "

Silver

Ball State U. " We Real Cool "

Bronze

DSO Productions " Dead Pan "

Special Award of Merit (not in any particular order)

-Pumpkin Creek Video " Hot Air Balloon "

-Mayo Clinic Jacksonville " Day of Caring "

-Ball State U. " Death of a Soldier "

Category 8-Best low Tech

Gold

Ball State U. " The mighty Trojan Rubber Band "

Silver

Don Brown " Bugle Boy "

Bronze

S&W Productions " VMV Enterprise "

Special Award of Merit (not in any particular order)

-Videoland Productions " Water Music Suite "

Category 9-Best Medium Tech

Gold

Don Brown Productions " Anything You Want "

Silver

Garden State Cable " Home Alone "

Bronze

Fox 8 " Mash "

Special Award Of Merit (not in any particular order)

-New York Telephone " Voice Messaging "

Category 10-Best High Tech

Gold

Garden State Cable " Rambling Rose Paradise "

Silver

Garden State Cable " See Brook Work "

Bronze

CNBC " Steals and Deals "

Category 11-Bloopers

Gold

Fox 24 " Blooper "

Silver

Gardy McGrath " Blooper "

Bronze

Thomas Productions " Blooper "

ADVERTISE IN THE MII NEWS LETTER

**A fraction of the cost of trade journal
advertising with a target market reach!**

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Half Page...

Quarter Page...

1/8th Page...

(special discounts available for higher frequency)

All proceeds to benefit User Association activities!

Mastercard/Visa/Check accepted

Call Russ at Association Headquarters for details

and prices at 1(800)966-1030

or fax your request at (703)620-0451.

Letters To The Editor

To: MII Users Association

We are interested in joining the MII Users Association. We have recently re-located from Amsterdam, Netherlands to here in Colorado.

We have and use MII PAL for our main system. We output video productions in both NTSC and PAL, but we are using MII PAL as our main acquisition and mastering format. We understand that we might be the only MII PAL users in all of North America! We have:
Pana AU-650B PAL recorder
Pana AU-630 PAL player
Pana AU-400E PAL dock/recorder
on a Pana F250 PAL camera.

We have a complete A/B roll editing system with the above machines and a sony vo 9800p high band sp pal recorder with a paltex/convergence 300 editor.

We mainly do work for our parent organization, Youth With A Mission, which is a world wide missions and relief organization with locations in over 100 countries.

We would like to know if there are any duplication houses that have MII PAL capabilities?

Thank You,
Jeff Bull
Procla Media Prod.
PO Box 26479
Colorado Springs, CO
80936-6479 (719)380-0505

*(Jeff,
To our knowledge you are the only MII PAL users...
Welcome!
In the newsletter is a list of duplication houses, and
we're glad to add you!) Dave.*

**February 2, 1993
Dave Gardy
MII Users Association
1950 Roland Clarke Pl.
STE 100
RESTON, VA 22091**

Dear Dave:

Probably, Because I am so active in the MII User's Association, I get calls from all over the country asking me to quote on or supply them with MII equipment. Invariably, my first response to them is that they should buy from their local dealer. You must understand that my natural instincts as a salesperson is certainly contrary to that position. But, I feel it is

important to point out why buying locally is both practical and ethical.

Probably, the reason you are considering buying or have bought MII is that some local vendor, who has invested tens of thousands of dollars in demonstration equipment and staff training, has proven to you that MII is the best 1/2" component format available at any price, and that MII is far superior to the similarly priced component formats. The dealer has technicians who can and will respond to your immediate service need and provide you a network of service contacts designed to get you back on line ASAP whenever there is a crisis. Your dealer is a conduit of all kinds of contacts in your community.

Another reason to buy locally in your own territory is that your local panasonic district manager, who supports the complete panasonic line in your area is there to support both you and your dealer, not only on service related issues, but on new product information, training literature and many other types of support. If you purchase equipment from another area of the country that cuts the district manager and local dealer out of the equation, do you think you're gonna get the same type of support that you would get if you had bought from a local dealer, or might they refer you to your other dealer if you have a question or a problem.

In general, it might be good consumer practice to shop for the best price from as many vendors as possible. But it seems in the 90's that many consumers have come to value the services of their local professional, who may be slightly higher in price, but offers a mix of service, support, training, demonstration equipment, peripheral items and installation services that prove invaluable to you as an MII user. This type of dealer needs your help to keep him in business and serving you properly.

Lastly, I realize that some of you users may have had nightmares occur with a local dealer and may have had truly unresolvable conflicts with him. If this is the case please contact your panasonic district or regional sales manager to see if the problem can be resolved. If after that you are still unhappy then you might consider going outside of your territory for equipment and support.

Sincerely,

Paul Farren
Sales Engineer
CTL

(Ed, Note. As your client for the past 11 years, I've learned to value the importance of good dealer support to the success and growth of any video operation. Thank you for your efforts and your letter. P.S. Now that I gave you that plug, can I get my next H-series machine at dealer cost?)

To Whom it may concern,

Just wanted to drop a note to let you guys know how helpful and resourceful the MII Users Group has been to our company. In our businesses, we always hear the complaints and never get the compliments. Here's my chance to pay you a compliment.

Initially when we got into the editorial business, we were strictly Sony users. But with the technical information and network of other MII users and producers that your organization provided us, we have switched camps and made a major investment in MII equipment (AU-63 and AU-65 models).

The Users Group seems to provide support and potential business opportunities which your competitors lack - especially Sony, who continually alienates its current and potential users with their arrogance and total disregard for user support systems. As an ex-marketing executive, (I feel qualified to say that) Sony's attitude doesn't seem to foster good business relationships in times when winning over and keeping customers is the name of the game. It was the main reason for our switch. Keep up the good work.

Sincerely,
Lynne Till, Executive Producer
Fallen Angel Films
Annapolis, Maryland

P.S. I hope your note in the newsletter about cancellation of User's Day is not an indication of the beginning of the end (of the Association) - it's really too important a resource to MII Users to let it pass.

(Ed. Note. Thanks Lynne. Don't worry. Just like MII, The Users Association is here to stay for quite sometime. Hope to see you at NAB!)

Dear Dave,

Just a quick note to let you know how important the group and your monthly newsletter is to me. When I needed factory service, who did I call for information? MII Users. They told me exactly who to call, and offered to give me any extra assistance to correct any problems. When I needed to purchase some stock M-20S tapes, who did I call? User Group members in my area of Florida - of which there are 46 - and more than 14 in my phone area alone. When I needed a quantity of duplication from MII masters, where did I look? The MII newsletter.

Every group member that I have talked to was very willing to help me in any way they could. We also get the chance to talk over our systems and give and receive any helpful hints. It's all for one and one for all! Keep up the good work.

Sincerely,
Dennis B. McDougall, Senior Producer/Director
Medfo, Inc.
St. Petersburg, Florida

(Ed.Note. Dennis, Thank you for your confidence in us and the support.)

Dear Russell,

I just wanted to drop you a line and tell you how much I appreciate the MII Users group and newsletter.

When we were considering the purchase of either an MII system or a Betacam, the Panasonic Representative gave me a copy of your newsletter. I contacted several of the users in the back and got some feedback on the MII format. I want you to know, their comments about the system, plus the support they received from you helped make up our mind about MII. The MII users group helped Panasonic sell us an MII machine. Your after-sale support has made us one happy camper. We are now considering the purchase of another MII unit.

Keep up the good work and thanks a lot for your telephone support and your timely articles and information. I am a satisfied MII purchaser and user.

Sincerely,
Richard F. Myers, Executive Producer
New Life Productions
Millville, New Jersey

(Ed.Note. That's the reason why we are here for you. We are glad to have assisted. Russ)

Dave Gardy,

Thanks for your help in solving a production problem with one of my programs. By having an organization such as the MII Users Group, and a central resource or "Clearinghouse" such as GMG, we users of MII products have a real production tool.

Quite frankly, I had my doubts about the MII format, although it was superior to other formats under consideration. When we were ready to upgrade I saw what was happening with the Users Group. This gave me confidence to think MII would not be an experiment and would be a somewhat long-term format.

Keep up the good work!

Jack Green, Video Specialist
E.I. Du Pont De Nemours & Company
Belle, West Virginia

(Ed.Note. Happy to see there aren't any more doubts. Thanks for the input and we will continue to keep up the good work for you! Dave G.)

Dear Russ,

Thanks for the latest copy of the Playback issue for Jan/Dec. The changes in printing format look great. As you know, we are assisting you in keeping costs down, all Canadian Users receive their copy of the MII Playback from Panasonic in Canada. We send out the master, have it copied, then mail to the Canadian Users.

I appreciate all your efforts in constantly changing the user list, as we all add more customers. The response from the Canadian members has been great. Many of our new MII customers are quite thrilled to see their company names in print along with the large U.S. listing. Some of them even call me when their copy has been delayed.

Some of our customers decision to purchase MII has been influenced because of the MII Playback newsletter. Where else can a potential customer read about other users and applications through an unbiased report? The best thing is they can join the association at no charge. Try doing this from Sony!

I am now supplying the maintenance computer discs direct from our Engineering Department. This is another plus for your association and our company. Customer care is the most important aspect of our company here in Canada. To receive this disc at no charge again puts Panasonic ahead of the competition.

Thanks for all your support to us in the Great White North. Keep up the good work.

Yours truly,
Dennis Orendt, MII Sales Manager
Panasonic Broadcast & Television Systems
Matsushita Electric of Canada Limited
Mississauga, Ontario, Canada

(Ed.Note. Dennis, your continued efforts in Canada are yielding outstanding results. We're glad to introduce the membership to "Canadian " MII Man in this issue, eh?)

To: Dave Gardy, MII USERS ASSOCIATION OF AMERICA

Thank you to . . .

John Green, JVC East Coast Regional Sales Representative, spoke with us at the 1991 NAB, conveying that JVC will have a continued dedication to the support of the MII format and their users even while discontinuing the product line at this time. It is to his credit that his support and service has proven true to his word with phone, fax and personal attention to all of our questions and situations.

He helped coordinate the interfacing of our KRM 820 editing recorder with a Panasonic 650 unit through expedient phone support and a fax of the diagram of the correct set up.

On a weekend, we needed to interface our JVC KY-35 camera with our Panasonic 520 portable recorder, he was friendly and courteously directed us through the variables that would ultimately allow the connection to function without problem.

John also arranged for Gerry Cohen, JVC camera expert, to give us in depth instruction on the capabilities our new KY-35 camera and its memory system.

John also personally drove our 820 edit recorder to New Jersey and back when our loading mechanism got stuck with a master tape inside. The mechanism was quickly replaced and the master tape removed without damage.

Along with Juan Martinez, JVC Technical Rep., John came to the studio as promised, to check on our system which includes the JVC KM3000 component switcher and JVC 820 unit, as well as analyze a situation we were having with our S-VHS recorder/decks. Their attention, patience and expertise was greatly appreciated.

TPI would like to make known that John Green and the JVC group are dedicated to service and continued support to its MII Users not only in word, but by actions. Thanks!

Sincerely,
Bill Perkins
TPI Productions
Bethesda, MD

P.S. In response to customer request that the BRS411 match the color of the JVC KY-35 black camera head they have introduced the 1992 BRS411BU in matching black.

News Briefs

MII Happenings from around the Country

Panasonic Unveils WE-160 Video Imager

Secaucus, NJ (December 1992) - Panasonic Broadcast & Televisions Company has introduced the WE-160 Video Imager copy stand presentation system for vivid display of drawings, text and three-dimensional objects. With improved color image quality, a 10X power zoom lens, a rotatable camera head and simple motor connectivity, the WE-160 is tailor-made for varying applications in education, medicine, conferences and exhibitions.

The portable, compact WE-160 features a Digital Signal Processing camera with 1/2-inch 330,000 pixel CCD that provides 430 lines of resolution, a S/N ratio of 43 dB, and crisp displays even in dimly-lit rooms (minimum illuminations as low as 3 lux). The camera rotates 120 degrees front to rear, and 300 degrees laterally, allowing full or partial display of graphs, maps or other wall-mounted subjects. The WE-160's 10X power zoom permits even small documents to fill an entire screen. Maps, schematics or other diagrams can be studied in fine detail.

Video equipment such as VCRs, still image video recorders, laser discs, additional cameras or an A/V mixer can be connected to the WE-160 for a variety of uses with genlock input. Since the WE-160 produces S-Video images, it can also be combined with high-quality video equipment with S-Video capability.

Additional features of the WE-160 include a back light compensation function, character generator displaying up to 16 black-and-white characters, electronic shutter (1/60 - 1/10,000th); and one-touch selection of alternative video sources. By setting up the optional WE-163 back light unit, both overheads and color slides can be presented on the monitor.

The WE-160 is available at a suggested list price of - \$3,300.00.

Panasonic Debuts Integrated 20-Inch Hi-Fi Monitor/VCR

Secaucus, NJ (December 1992) -- Panasonic Broadcast & Television Systems Company has announced the AG-520AH, a full-featured integrated 20-inch Hi-Fi monitor/VCR with superb stereo sound.

Ideal for all types of presentations, the AG520AH

features a Super 4-rotary head helical scanning system for clear still/slow playback, allowing the user to achieve freeze clear, clear slow motion and play lock in playback. The play lock feature is particularly useful in point-of-sale presentations.

The new monitor/VCR delivers exceptional audio quality, with its Hi-Fi sound, two high-quality dome speakers, and bass/treble/balance control.

The AG-520AH features quasi-S-VHS playback that allows VHS playback of S-VHS tapes, dramatically increasing the units's efficiency. Other features include a programmable 4-memory playback timer with Auto Repeat, auto head cleaning, mode lock switch, on-screen real-time counter, book mark and time search, and wireless remote control.

The AG-520AH will be available in January at a suggested list price of \$ 895.00.

Panasonic Debuts New CT Series Monitors and Monitor /Receivers

Secaucus, NJ (December 1992)

Panasonic Broadcast & Television Systems Company has introduced a new line of CT Series television monitors and monitor/receivers. The new series includes 25-inch, 20-inch, and 13-inch units with the most popular consumer features in a line of professional monitors and monitors/receivers.

The economical CT Series monitors and monitor/receivers are designed for a wide range of professional and institutional applications.

The CT-2583VY monitor/receiver and CT-2583Y monitor feature 25-inch, 100-degree tint-face screens and the CT-2083VY monitor/receiver and CT-2083Y monitor feature 20-inch flat, square screens for sharp, clear pictures. These monitors have 450 lines of horizontal resolution. The 13-inch monitors in the series -- the CT-1383VY monitor/receiver and the CT-1383Y monitor -- feature 420 lines of horizontal resolution.

The monitors in the series offer features such as 155-channel tuning capability, 20-function wireless remote control, programmable channel scan, power auto-on/off and on-screen display of monitor adjustment settings. The CT-2583 Series monitors have source selection for S-Video (4 Pin Y/C) input/output or composite video, and the CT-2083 Series and CT-1383 Series are selectable for lines 1,2,3/S-Video/RF.

All available, suggested list prices are as follows : CT-2583VY, \$ 720.00; CT-2083VY, \$ 490.00; CT-2083Y, \$ 445.00; CT-1383VY, \$ 390.00; and CT-1383Y, \$ 350.00. The CT-2583Y will be available in February.



Don Brown(center) and his staff use WV-F250 3-CCD cameras and AU-410 MII portable VCRs in the field to shoot safety videos for some of America's leading corporations.

Leading Safety Video Producer Excels With MII

Secaucus, NJ (January 1993) -- The world's largest producer of safety videos, Don Brown Productions in Orange, California utilizes a wide range of MII format equipment from Panasonic Broadcast & Television Systems Company in its work, helping businesses comply with employee training requirements.

The seven-year old company shoots MII footage in the field with a pair of Panasonic WV-F250 3-CCD color video cameras docked to AU-410 MII portable VTRs. "Our business is built on quality, service and price," says Brown. "We were using a tube camera and 3/4-inch prior to our Panasonic purchase. The one-piece camera/recorder is much better for our operations, which consist almost entirely of field production. The WV-F250 is easy to use, and it works well under low light conditions."

Brown and his colleagues lens about up to 200 safety and training tapes annually for such companies as the National Tire Dealers & Retreaders Association, Maxell Corp. of America, Builders Emporium retailers, The Marriot Corp., Holiday Inns, Nestle Corp., Beatrice Hunt Wesson, The AAA of Southern California, and the San Diego Union Tribune and Houston Post newspapers.

The recipient of a first-place 1991 MII Users Award in the Industrial category for his employee orientation tape for San Francisco's four-star Il Fornaio restaurant, Brown is currently producing a series of 15 programs on environmental and hazardous waste and emergency response. Some 700 tapes are currently available for sale in the Don Brown Productions library; the entire catalog is also available from the National Safety Council's Los Angeles-branch film library. Don Brown Productions also creates custom sales, motivational, product knowledge and corporate image tapes.

Post-production takes place in two component analog edit bays. One is outfitted with a total of three MII tape machines: an AU-65 MII studio VTR, AU-63

studio player with Auto-Tracking and AU-62 studio player. The second suite, which came online within three months of the first to meet the high volume of work, features an AU-65H MII studio recorder/editor, AU-63H studio player with Auto-Tracking and AU-62H studio player from Panasonic's EnHanced MII Series of products.

The MII equipment interfaces to VideoMedia edit controllers, Panasonic WJ-4600C and WJ-5500 special effects generators, an Ampex ADO and NewTek Video Toaster.

"We've been running the MII VTRs 16 hours a day, six days a week," reports Brown. "We keep them well-maintained; one probably has 5,000 hours on its head with no signs of wear yet."

Brown adds that his company has received "...very competent, good support..." from Panasonic. He hopes to purchase additional EnHanced MII Series VTRs this year to fill the need for two more edit suites. "We're looking at half-inch digital component down the road and think the D-3 (composite digital) machines will integrate well with that format," says Brown.

Inspirational Network Cites Higher Authority of D-3

Secaucus, NJ (December 1992) -- As cable's New Inspirational Network prepares for an early 1993 move to new corporate headquarters in Charlotte, North Carolina, a complement of AJ-D350 D-3 studio VTRs from Panasonic Broadcast & Television Systems Company will be on hand to meet production and post-production needs.

The cable network's broadcast facility will house three studios, production control rooms, two interformat online suites, one offline bay with three workstations, Matador 2D and paint and Softimage 3D animation, master control rooms and five-dish teleport.

A total of twelve AJ-D350 half-inch composite digital studio VTRs have been ordered. The D-3 machines are slated for duty throughout the plant. They will act as playback and record decks in editorial, and as live studio recorders and playback in master control for on-air purposes.

"We selected a digital format because we believe the digital domain is the future," says network president David Cerullo. "We chose D-3 over D-2 because we were impressed with its tape transport mechanism. From the references we called in the industry, we felt D-3 was more reliable."

The low-tension tape transport of Panasonic's AJ-D350 significantly reduces tape tension at the cylinder

compared to D-2. The AJ-D350 also features 8-14 Channel Coding for excellent pictures, viewable video at shuttle speeds up to 100-times normal, a special edit guardband for accurate editing and maximum tape interchangeability, a flying erase head and 4 channels of PCM audio. It easily interfaces to digital and analog systems.

Cerullo notes the network's new headquarters "...is a step towards enabling us to produce upwards of 35% original programming per year. Currently we produce none of our own programming, but we're involved in some co-ventures and are trying to break the mold of the stereotypical talking-head religious/inspirational show. We're hoping to get into news, sports, magazine formats, home shopping, health and fitness, and women's programs."

The New Inspirational Network is carried by approximately 550 systems nationwide and reaches a subscriber base of some 6.5 million viewers.

University of Louisville Cardinals Reach New Heights with MII Video

Secaucus, NJ (December 1992) -- Kentucky's University of Louisville Cardinals football team has upgraded its field production with a complement of MII equipment from Panasonic Broadcast & Television Systems Company.

The team had been using S-VHS as its acquisition format prior to the purchase of Panasonic's WV-F700 3-CCD digital processing color video camera, which is docked to an AU-520 MII portable VTR. "We were looking for higher quality than we had before," says assistant coach Craig Swabek. "Panasonic came in and shot a demo at one of our practices and did a side-by-side comparison. There was a clear difference between the two formats. Even when we transferred MII to S-VHS, the picture was still clearer than what we had shot on S-VHS."

University graduate assistants use the WV-F700 to lens football practices Monday through Thursday and to shoot weekend game footage. The camera's three 2/3-inch interline transfer chips provide superhigh sensitivity and deliver 750 lines of horizontal resolution. Digital image signal processing makes for stable and consistent image quality.

The University also bought a Panasonic AU-62H studio player, part of the EnHanced MII series of equipment that debuted at NAB, to transfer the MII material to S-VHS for distribution to nine coaches stations outfitted with Panasonic AG-1960 S-VHS Hi Fi VCRs. S-VHS is also used as the medium for tape exchange between schools.

"We've been real happy with the equipment," notes Swabek. "The WV-F700 camera is the latest technology, yet easy to use." Student operators are also pleased that the gear "...allows them to obtain better professional skills."

SPECIALIZED COMMUNICATIONS REPAIRS BROKEN MII CHASSIS COMPONENTS

In the past, MII users who have found broken guide posts on the chassis of their MII studio machine have found a serious problem in getting these components replaced. While the rollers and caps for all posts are readily available from broadcast parts, the posts themselves, were considered part of the chassis and not available separately.

For owners of AU-650 and 660 series machines, this chassis is not available. Owners of the new AU-65 machines have found that the cost of a replacement chassis is often too high to justify.

Specialized Communications, an authorized repair center for MII, Panasonic Professional, Sony Professional, and JVC Professional Video, has developed precisely machined replacement and a mounting tool to eliminate the need to scrap otherwise good MII units. These parts are identical to the original factory posts and can eliminate the problems associated with bent P3, P4, and P6 posts. All posts are inspected during our rebuild process and replaced as necessary.

To find out more information on MII rebuilds and these chassis components, call Specialized Communications at (301) 790-0103 or see us at NAB Booth number 10048.

MII Job Shop

A forum provided to the membership to publicize both employment opportunities and talent availability for MII expertise. We will publish your help wanted or position wanted ad, (anonymity protected if requested). Please send all employment opportunities, resume's, adcopy, etc. to the association. Our current offerings are:

Help Wanted
Experienced MII Editor, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202A
Experienced Amiga Graphic Artist, 2-D and 3-D Capability, familiarity with MII desired, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202B

Send resumes and sample tapes to the Association, please state which position you are interested in.

All responses will be kept in strictest confidence.

Maintenance Software Available

Brian Roos, the Senior Field Engineer for Panasonic's Broadcast Engineering and Service Division in Norcross, Georgia, has developed a computer database with step-by-step instructions for performing routine maintenance on most models of Panasonic MII equipment.

The instructions found in this database are meant to be a "user friendly" companion to the maintenance procedures found in Panasonic's service manuals. Procedures for adjusting RF, A/C heads, tape tension, linear audio, and mechanical presets are included; as well as a flow chart illustrating the proper order in which to make these adjustments.

Although not 100% complete the database provides information for the following models: AU-400, AU-410, AU-500, AU-550, AU-60, AU-650, AU-620, and AU-65. The database has an easy-to-use interface for viewing files, and you can print out hard copies of each procedure.

Copies of this program are available from the Association. Just call the us at (800)966-1030. Be sure to let us know what size disk you need-- 3.5 or 5.25, and we'll send a disk to you. We appreciate the effort Brian has put into this project, and we'll provide updates as he adds information about the rest of the MII line.

Canadian members, please contact Denis Orendt of Panasonic Canada, phone (416)238-2269, he'll be able to provide the disk to you.

Video Script Writing With Word Perfect

Writing scripts in two columns can be a problem. But if you have WordPerfect 5.0 or 5.1, the problem is already solved. With this DOS program, you can write video scripts almost as easily as letters. You just need to know how: Enter *Writing Video Scripts With WordPerfect*. This informative book tells you everything you need to know to write two- column scripts easily. For more information contact Petrel Publishing, 1-800-377-3134.

MII Duplication Facilities

If you are a duplicator, or if your facility does duplication in addition to its other services, and you are an MII User. The Association needs to know about it. We are compiling a listing of MII Duplicators that we'll run regularly in the newsletter. Please contact the Association to be included in the listing.

Currently our list includes:

Action Video Productions, Greenville, SC (803)297-8865

American Production Services, Seattle, WA (206)282-1776

Advanced Audio Video, Denver, CO 800-668-0406

American Magnetic Media, Denver, CO 800-USA-TAPE

AME, N.Hollywood, CA 800-336-3827

Avon Productions, South Plainfield, NJ

(908)756-0643

Cassette Dub Inc., Northvale, NJ (201) 767-7077

CenterCom, Inc.:

Milwaukee, WI (414)353-2001

Lincolnwood, IL (708)675-1411

Tampa, FL (813)886-8266

Commercial Video, 101 Winston st., Cumberland, MD 21502 (301)724-2799 ask for Greg.

Commonwealth Films, Richmond, VA (804)649-8611

Copymaster Video, Villa Park, IL (708)279-1276

Cinequipt, St Paul, MN (612)646-1780

Creative Visual, 10135 J st., Omaha, NE 68127

(800)547-4184 ask for Larry.

Curtis Inc. Charlotte, NC (800)733-2878

Curtis Inc. Cincinnati, OH

45202 (800)733-2878

DECI, Dallas, TX 800-880-9400

Elite Video Production, Brooklyn, NY (718) 627-0499

HAVE, Inc., Hudson, NY (518)828-2000

Global Vision, Reisterstown, MD (301)356-6715

Industrial Audio Video, Houston, TX (713)535-2375

Industrial Communications, Birmingham, AL

(205)942-0132

Juntunen Video, Minneapolis, MN (612) 341-3348,

Mike Vinup

MagneTech, Ft. Lauderdale Fl. 800-683-DUPE

Master Images Video Duplication, Inc. Northbrook, IL

(708)564-0470

Media Concepts, St. Petersburg, FL (813) 321-2122,

800-330-3873

Multi-Magnetics, Denver, CO (303)825-7768

Park Avenue Productions, Richmond, VA (804)346-3232

Preston Trucking, Preston, MD (410)673-2930

Pro Line Video, Austin, TX (512)837-2000 x30

Quinn Productions, Winston-Salem, NC (919)768-2746

Televent Video Services, Oak Park, IL

(708)383-5588

Vaughn Communications:

Minneapolis, MN (800)323-0281,

Creve Coeur, MO (314) 576-6804,

Phoenix, AZ (800)228-7609,

Milwaukee, WI (414)276-6511,

Tampa, FL (800)252-7564,

New York, NY (212)447-1038,

Portland, OR (800)772-2251,

Atlanta, GA (800)966-0859,

Irvine, CA (800)228-7609

Video Duplication, Atlanta, GA 800-235-9732

Video Duplication Services, Columbus, OH (800)289-4301

Dayton, OH (513)294-5883

Cleveland, OH (216)741-3827

Youngstown, OH (216)792-3827

Videoland, Lacey, WA (206) 491-1332

Video Proofs, Rohnert Park, CA

(707)586-0383

Video Replay, Chicago, IL (312)467-0425

Video Transfer, Rockville, MD (301)881-0270

Vidicomp Distributors, Houston, TX (713) 694-6400

VIP duplication, 2908 Cameron st. ste-B, Monroe, LA 71201 (318)322-8222 Phillip Nelson

Wilderness Productions, S. Lake Tahoe, CA (800)874-7488 in CA (916)577-3008
WGVU/WGVK-TV, Grand Rapids MI (616-771-6666, TDD 1-800-748-0488
WJZY-TV Charlotte, NC (704)398-0046
WPSD-TV Paducah, KY, Bob Fesmire, (502) 442-8214
Broadcast Video Products, Jack Miller, 480 Main St Armonk, NY (914)273-6649
Canadian Duplicators:
Agincourt Productions, Richmond Hill, Ontario (416) 886-8273
General Audio Visual, Mississauga, Ontario (416)676-8211

If your company isn't listed here and should be, please call, the Association at (800)966-1030.

MII Rentals

If your facility rents out MII equipment, and you'd like others to know that fact, let us know. We need to know what MII equipment you rent out. Call (800)966-1030 or fax your information to us at (703)620-0451, to be added to the following list.

Currently our list includes:

AudioVisual Headquarters, Rancho Dominguez, CA (310)885-4200
 Rent out 3-AU-65's, they have shipping cases.
Avon Productions, S. Plainfield, NJ (908)756-0643
 Studio & Field MII, Cameras, etc.
Avonix, Brookfield, WI 800-222-6050 Full line of MII available.
Cinequipt, St Paul, MN (612)646-1780 Full line of MII available
Davis Audio Visual Inc, Denver, Colorado (303)455-1122
ECI Video, Dallas, TX (800)880-9400 AU-63H, AU-65H, WV F700 cam /AU-410 dockable.
 Professional Desktop Video Systems, Glendale, CA (800)862-7820 Camcorder WV-F700/AU 410
Pro Line Video, Austin, TX (512)837-2000 x30 Full line MII
Video Management Systems, Indianapolis, IN (317)639-6163 Sony M7 Cam., AU 500 Portable MII Deck.
Vidicomp Distributors, Houston, TX (713) 694-6400
WGVU/WGVK-TV, Grand Rapids MI (616)771-6666, TDD 800-748-0488. AU-650, AU-500, AU-400
Broadcast Video Products, Jack Miller, 480 Main St Armonk, NY (914)273-6649
Canadian Rentals
VidCom, Vancouver, B.C. (604)732-9711, WV-F250/AU400 Camcorder, AU-63, AU-65, AU-550

Government Video Marketplace Information

If you are interested in gaining information and insight on the Federal A/V marketplace, you might be interested in subscribing to Delaney's Business Report. Delaney's Business Report provides an "insider" view on government A/V production,

duplication and distribution buys, spotlights specific agencies, list current contract opportunities, identifies the buyers and offers expert procurement guidance to help unlock and simplify the Government marketplace. Published by Arnold Wallace, 14 issues; \$370.00 per year.

For further information or to subscribe, please contact In Motion Magazine, (410)269-0605, fax (410)263-4615

Association Membership

If you are not currently a member of the MII Users Association of America and are interested in joining. Please fax or mail us the following information: company name, contact persons name, mailing address, phone and fax numbers (if available), if you do or do not have MII and which machines (make & model) you have.
 We may be contacted at:

MII Users Association of America
 c/o GMG International, Inc
 1950 Roland Clarke Pl., STE 100
 Reston, VA 22091

Or you may fax us at (703) 620-0451,
 Toll free phone # (800)966-1030

Government Agency Solicitations

As promised in past, we are listing any current government video solicitations and information pertaining to solicitations listed here in the past. The following information came out of the "Commerce Business Daily" (CBD), which is where all Federal procurement offices are required to announce all proposed procurement actions over \$25,000.00. You can subscribe to the CBD or obtain it from your public library. To subscribe, contact the Superintendent of Documents, Government Printing Office, Washington, DC, Tel (202)783-3238 or fax (202)512-2233.

FAA Technical Center, Contracts Branch ACM 510, Atlantic City International Airport, NJ 08405

U---CORROSION II Video: SOL DTFA 03-93-B-30009 DUE 040993 POC: Mr. L.C. Schnitzius (609)484-6324. The FAA Technical Center has a requirement for 1 each Corrosion II Video, an instructional videotape on the establishment of a corrosion, prevention and control (CPC) program for commuter aircraft (50 seats or less, or less than 75,000 lbs.) Ship to : Receiving Officer, FAA Technical Center, Atlantic City International Airport, NJ 08405. FOB destination. All requests for copies of solicitation must be in writing. No telephone requests will be honored. See numbered notes 1. (0034)

MII DUDE

Some users may be having some interface problems between the new "H" version VTRs and some controllers (such as the Abekas solo). There are two possibilities.

1. Pre-"H" version VTRs "wake up" in Sony RS422 protocol mode and switch to the SMPTE mode, when that parity bit is detected. But because of possible problems in the common bus data channel, there is new software that lets you choose different RS422 mode functions. The new software EPROMS are:

OLD NEW

AU-62H VSI 1125A-- VSI 1125B SYS V.B. 1.2

AU-63H VSI 1126A-- VSI 1126B SYS V.B. 1.2

AU-65H VSI 1124B-- VSI 1124C SYS V.C. 1.3

With this new software, SW7-1 on the front of the Syscom (B1) PCB becomes active. In the OFF position, the VTR stays locked into sony mode, whereas, in the ON position, at power up the unit "wakes up" in sony mode, but can automatically switch to SMPTE mode if parity is detected.

2. Some intelligent controllers will initialize a VTR automatically, by using the VTRs 9 pin device ID. These types of controllers have look up tables that will download different setup parameters (edit play delay, preroll offset, etc.) depending on the VTR ID. Unfortunately, the VTR ID code listed in the "H" version manuals are wrong. The correct IDs are:

AU-62H--A016

AU-63H--A017

AU-65H--A015

AU-66H--A019

AU-55H--A020

If you have this type of controller and recently purchased "H" version MII, make sure the controller manufacturer has their software updated to include these ID codes.

Till next month, later...

New MII Alignment Tools and Fixtures

AVAILABLE

MODEL#	DESCRIPTION
VFK0356C	MII TOOL KIT
VFM7089EAG (large)	MII ALIGNMENT TAPE
VFM7088EAC (small)	MII ALIGNMENT TAPE
VFM7004EAG	12MHz RF SWEEP TAPE
VFJ7080EG (low cost)	ELECTRICAL SET UP TAPE
VFJ7081EG (low cost)	MECHANICAL SET UP TAPE
VFK0409	COMPONENT OUT CABLE
VFK0705A	AU/410 TEST JIG
VFK0735	HEAD TIP PROTRUSION GAUGE
VFK0736	MOUNTING BASE FOR VFK0735

Please contact your dealer for more information

PANASONIC MII TRAINING VIDEOS

NOW AVAILABLE!!!

This set of three 30 minute videos feature preventive maintenance, troubleshooting, applications overview, upper drum replacement, and basic service procedures. Specifically, items covered include the following:

(I.) PANASONIC MII EQUIPMENT TRAINING-LESSON I RECOMMENDED CLEANING AND MAINTENANCE PROCEDURE

Sections-

- 1.0 - Upper Drum
- 2.0 - AC Head Stack
- 3.0 - Field Cleaning the Portable Unit
- 4.0 - Tape Path
- 5.0 - Cleaning the Pinch Roller
- 6.0 - Cleaning the Capstan
- 7.0 - Cleaning the Posts
- 8.0 - Cleaning the Fixed Posts
- 9.0 - Brush Assembly
- 10.0 - Cleaning the Earthing Assembly
- 11.0 - Final Disassembly and Cleaning
- 12.0 - Emergency Tape Unloading Procedures
- (+ Conclusion)

(II.) LESSON 2 UPPER DRUM REPLACEMENT AND ELECTRICAL ALIGNMENT

Sections-

- 1.0 - Cleaner Roller Removal
- 2.0 - Mounting of Fixing Plate for Tip
Protrusion Gauge
- 3.0 - Video Head Tip Protrusion for
Measurement
- 4.0 - Removal of Upper Drum Assembly
- 5.0 - Upper Drum Re-assembly
- 6.0 - Eccentricity Gauge Adjustment
- 7.0 - Simplified At "x" Valve Adjustment

(III.) LESSON 3 APPLICATIONS AND OVERVIEW (Including basic troubleshooting)

Sections-

- 1.0 - Introduction
- 2.0 - Stand Along Single Machine
Configuration

- 3.0 - Machine to Machine (cuts only
applications)
- 4.0 - A/B Roll Editing Systems
- 5.0 - MII Menu and Setting Instruction

**All three presentations available to association members in VHS
\$100.00 plus shipping.
Checks/Mastercard/Visa accepted**

**ALL PROCEEDS BENEFIT USER ASSOCIATION ACTIVITIES.
IF YOU HAVE ANY QUESTIONS ABOUT THE TAPES PLEASE
CALL THE USERS ASSOCIATION AT 1(800)966-1030,
1(703)620-6000, OR FAX YOUR REQUEST AT 1(703)620-0451**

**(PLEASE SPECIFY SHIPPING REQUIREMENTS). WE HAVE A
24 HOUR FAX LINE FOR YOUR CONVENIENCE. YOUR
POINT OF CONTACT WILL BE RUSSELL BROWN.**

MII Trading Post

Please Contact Us When The Equipment Is Sold

Wanted: Used MII Dockable Deck (AU-400,410) good to excellent condition. Please contact Mark Kregel (Balt) 410-734-7691.

GVG 1600 Series Production Switchers, 1L and 1X (10 Inputs) \$6,000.00, 3K (16 Inputs) \$10,000.00. 7K and 7H (20 Inputs) \$12,000.00. All options are available. Contact Post Plus 40 East Main St., Port Jervis, NY 12771

Panasonic AU-520, Portable MII Recorder, Demo unit, \$8,995.00. **Panasonic AK-400/AU-400 Camera/Dockable MII**, \$11,000.00. Also available: **JVC KY35ENG/KAB35 Camera**, includes 15:1 lens, Betacam adaptor, \$13,000.00; **Crosspoint-Latch 6112 2M/E switcher** w/chroma key \$2,250.00; **Crosspoint-Latch 8200 switcher/DVE** w/dual channel TBC \$1,925.00; **ECHOLAB, DV7 SEG/switcher w/GPI** \$2,995.00. Please contact Ken Muehlbauer, (800) 222-6050 (WI).

Panasonic AU-65, MII Studio Recorder/Editor, good condition, \$8,500.00; **Panasonic WV-F700/AU-410 Camera/Dockable MII**, Demo unit with one year parts & labor warranty. Camera/MII package has ENG/EFP kit w/15x lens, battery charger, and all other accessories. \$17,000.00; **Panasonic AG-7750 S-VHS Recorder/Editor**, good condition, \$4,400.00. For further information, please contact Terry Nixon, (512)837-2000 extension 22. (TX)

Panasonic AU-660, Studio recorder/editor with, with auto tracking, TBC, TC, etc. Excellent Condition. Asking \$10,500.00/negotiable. Also, Animation system available. Contact Steve Crouch (301)946-6380. (MD)

Panasonic AU-650, MII Studio recorder/editor, Low hours all updates and documentation included (2 available) call for price and specifics. Unitel Video, Mark Miller (213)878-5800, 9:00am to 6:00 pm Mon-Fri PST (CA).

Panasonic AU-63, MII Studio Player w/AT, New in Box, \$11,600.00. Contact Darrell Johnson (800)264-0590 (TN)

Panasonic AU-63H AT, MII Studio Player w/AT New, \$11,640.00. Also, **AU-65H Studio Recorder/Editor**, New, \$12,028.00 Full Warranty. Contact Bill Frazier (412)243-1300 (PA) **Quail Video**.

JVC KRM 800U Recorder/Editor. Excellent condition with new heads...asking \$6,750.00. Contact Harry Breitmeyer, 1365 McMullen Booth Rd, Clearwater, FL 34619 (813) 72602024.

Panasonic AU-63, MII Studio Player w/AT, Demo with time code, \$8,900.00, 200CLE 3-Chip Camera 3,700.00, The following have worked well together in a A/B roll MII suite: Jazz "Ensemble DVE with all extra cards and upgrades-paid \$18,000.00 sell for \$9,000.00. Panasonic AGA800 Edit Controller with 3 9-pin cards \$2,900.00, AGSW 800 AV Switcher \$2,500.00 TBC 200 \$1,500.00. Contact Jack Miller at (914) 592-4151 (NY)

JVC (2) KRM 800 U Editors, 2 channel Audio, (1) 50hrs on Head, Good condition, \$4,500.00. (1) 400hrs on head, Good Condition, \$4,500.00. Both together for \$7,600.00. **JVC (2) 3/4" JVC CR8250 and CR6650 with 750hrs and in good shape**, Both for \$4,500.00. Contact Bill Dunbar, Dunbar Videos, Holly, MI. (313)634-8686.

JVC KRM-820U MII Editor, with 1 event A/B roll edit controller built in, with SMPTE Time Code Card included. Good Condition, 2 yrs old, Asking \$5,000.00. JVC SA-T310U Component TBC, \$2,000.00 Contact Terry Grant (612)870-0028 (MN)

JVC KRM 800U MII Recorder/Editor. Excellent condition. Asking \$10,000.00. Contact Frank Maiale at WYOU TV (608)258-9644 (WI)

JVC KRM800, MII Editor, Low hours, \$7,000.00 or best offer. Please contact Dan O'Connell (813)755-9783 (FL)

JVC KRM260 (91) Dockable MII Deck. Deck has less than 10 hours, Brand New Condition. Please contact Mitch Schaffer, Innisbrook Resort (813)942-2000 ext. 5290 (FL)

JVC KY 320 Camera w/Fujinon, 16 x 9.5 Lens, includes portabrace, power supply, batteries, shipper case and CCU...\$3,500.00. Contact Jordan Gershon, Majec Productions, (913)894-1188 (KS)

Tascam 48-0B 1/2" 8 Track (DBX) Noise Reduction, ES-50 Synchronizer, ES-51 Sync Control Unit and cables. Also, 6 virgin reels 3M 226 1/2" Mastering Tape. Like new condition! Less than 5 hours on deck. Purchased new for \$9,800.00 Complete Package, Brand New, Perfect Condition!! Less than 5 hours on heads. Originally purchased for \$9,800.00 Asking \$3,200.00/OBO. Contact Jodi Heurung at (612)935-0033. (MN)

Panasonic AG 7500A SVHS Editing Decks. Special Demo Units, in box, FULL Warranty, \$3,500.00 each, or both for \$6,800.00. New edit controller also available \$1,400.00. MX10 Digital Special Effects Generator w/Title \$900.00. Please contact Tim Dench, (502)239-0229 (KY)

Used MII Tape- Limited number of MII tapes, Large cassettes, 30's, 60's 90's and Small cassettes, 10's and 20's. Low Passes, most with factory cases. Good for many purposes. \$3.50 each in lots of 100. Buyer pays the shipping charges. Contact Ed McKay or John Bishop at (704)398-0046 (phone), or (704)393-8407 (fax) (FL)

Find Financial Freedom in Florida, Well established (10 yrs), Turnkey video productions company for sale by owners. Complete training and great terms available. Includes; broadcast editing system, fully equipped toaster, audio system, 3 chip camera and dockable portable, fluid head tripod, lowel lights, mics, film and slide transfer system, In-house duplication system, 800 # and credit card acceptance, furniture, phones and much much more. You could be enjoying a positive cash flow today. All for well under \$100,000.00 Call (813)545-2646 for complete details. (FL)

Wanted: USED ONE INCH MACHINE, Prefer Ampex VPR-2 or Hitachi HR200E or HR200B. Please contact the MII Users Association, (800)966-1030, fax (703)620-0451 (VA) if you have one to sell.

Wanted: JVC KR-M800's or 820's, contact David Sacher (303)466-8811 X494

A/B ROLL EDIT SUITE, includes Panasonic AU-60 Studio Recorder, (2) Panasonic AU-650 Studio Edit Recorder with Auto Tracking, Videotek Prodigy Composite Special Effects Generator, , Paltek Elite Edit Controller with Serial Interfaces for Prodigy Switcher & (3) MII Recorders. **\$40,000.00 System is in full working order**, all three decks have approx 1000 hrs on head.call Scott Kase at 703-620-0451

Wanted: Information from another user concerning convergence single board VSI interface or software for Panasonic MII video machine w/RS-422 control.Contact John Cahill,JC Productions (908)269-0100fax(908)269-4597

If you have equipment you would like included in the next Trading Post, please contact us in writing, either by fax or mail at MII Users Association of America, c/o GMG International Inc., 1950 Roland Clarke Place, Suite 100, Reston, VA 22091, Fax (703) 620-0451 (800)966-1030 Please contact us when the equipment is sold.

Turn Betacam production clients into MII Users!

Betacam/ MII or MII/ Betacam Transfers!

**Now available to User association
Members at Reduced Rates!**

48 Hour turnaround for quantities of up to 4 tapes (via Federal Express), For both "S" and "L" size Betacam cassettes.

**Services supplied by GMG International at the following
Rates (which includes the cost of tape).**

up to 20 min. \$37.50/ dub

up to 30 min. \$55.00/ dub

up to 60 min. \$105.00/ dub

up to 90 min. \$155.00/ dub

(Shipping not included)

**Call 1(800)966-6689 and ask for Tammy Hoffmann or the Users Association
Headquarters 1(800)966-1030 and ask for Russ.**

Transfers delivered C.O.D. or Mastercard/Visa/ accepted

HIGH QUALITY USED MII TAPES (TYPICALLY 2 to 5 PASSES ONLY)

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L 10 min	\$ 8.00 EACH
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To Order Call (718)767-6809 11am-7pm est***

Have you checked your membership listing?

If your listing is incorrect, please contact Russ with changes etc. He will update your listing ASAP!Phone: (800) 966-1030, (703) 620-6000, fax (703)620-0451 - New Numbers!.

Our NEW address is:

***MIU Users Association of America
c/o GMG International Inc.
1950 Roland Clarke Pl., STE 100
Reston, VA 22091
Attn: Russ Brown***

***This is your newsletter, please feel free to contribute any MII related material of interest to the MII using public.
If you have any recent MII happenings, or if you'd like to tell us about your facility. Send us your press release, fill out one of our press release forms (it's ok to send us photos too! Just let us know if you want them back.) and we'll print it in the "MII Playback".***

Please mail or fax your information to the association. Fax (703)620-0451

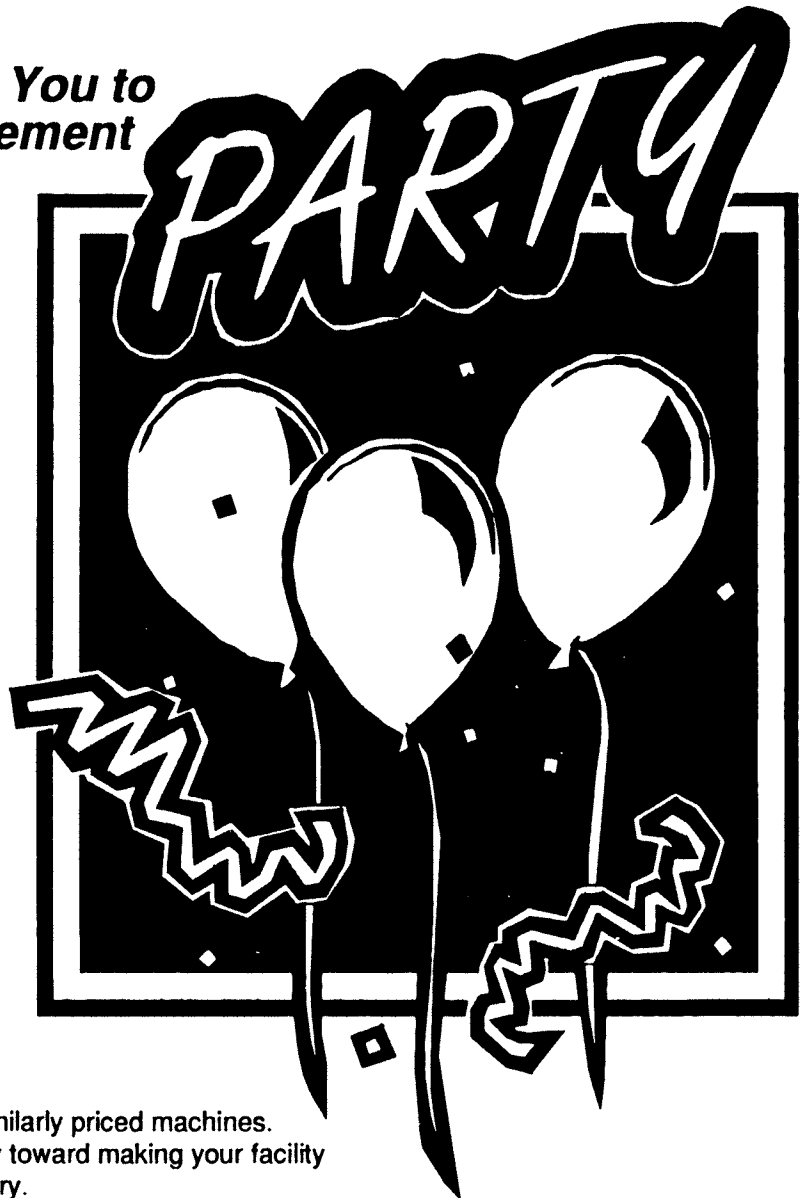
Panasonic Broadcast and Television Systems and Your Local Authorized MII Dealer

***cordially invite You to
a 3/4" U-matic Retirement***

Typically, upon retirement, it is customary, after many years of service, to present the retiree a gift of appreciation. In our case, you get the gift for retiring your tired, old U-Matic machines. This format's been hard at work for 20 years. It's time for U-Matic to "hang up it's spurs." Let's face it, it's "color-under" is showing (if you know what we mean).

From now until the 31st of July for every studio 3/4" Machine you retire we will give you \$1000.00. And just so your Portables don't feel left out, we will give you \$500.00 for their retirement. In return, all you need to do is "Hire" the New MIIs to replace those tired old machines.

Their resume's are impressive. Component Recording, with Full Field 3 dimensional time base correctors, Time Code-both LTC and VITC, Picture-in-Picture for single monitor editing, Slow-motion capability and a track record of accomplishments and achievements that are hard to match by similarly priced machines. That retirement money could go a long way toward making your facility a "reel" competitor in the production industry.



Please come to the Party!! R.S.V.P. by calling your local dealer now to interview these profit conscious new hires.

Panasonic

Broadcast and Television Systems Company

Division of Matsushita Electric
Corporation of America

Northern Zone Sales Office
201-348-7620

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817-685-1117

Western Zone Sales Office
714-373-7118

Central Zone Sales Office
708-468-5200

December/January 1993 Survey Responses

Each month the users association polls users on specific MII issues and publishes the results in the next newsletter. In this issue we are sharing the results of our questions regarding cameras, field and studio.

1. In your production efforts with MII, which camera(s) are you utilizing for field work? *Pana 300 CLE * JVC KY25 * BVP 30's Sony * Pana WV F250 * JVC KY 35 * JVC KY 15 * Pana 300 CLE & DXC 3000 Sony * Hitachi Z1 * Pana WVF 250 * JVC KY 950 B Plumbicon * Pana 200 CLE * Pana F700 * Pana AK 400 & 450 & AQ20's * Hitachi SK 91 * Pana F250 * Pana WV F250 * Pana 300 CLE, 200 CLE.*

Studio work? *Pana 300 CLE * JVC KY25 * Hitachi Z-31 * IKE * DXC-M7 Sony * Hitachi Z1 * Pana WVF 250 * JVC KY 950-B * Pana 200 CLE * Pana F700 * Pana AK 450 * Hitachi SK 91 * Pana WVF 700.*

Comments: *We have two wv F250's w/ AU 410 Recorders * Pana 300 CLE / AU 500 good for commercials * JVC KY 35 is a fine camera * Waiting to upgrade field cameras * Happy with Hitachi Z1 * The Fuji 12x lens isn't that good * Connected to JVC KR 460 (AU-500 MII) * Pana 200 CLE excellent, Low maintenance camera, great video * Pana F700 I love it * Pana WVF700 is a superb camera in low light and has beautiful pictureeeee. My customers are amazed.*

2. How would you rate your cameras in terms of overall performance?

Excellent 63% Good 31% Fair 6% Poor 0%

In terms of reliability and service support?

Excellent 63% Good 25% Fair 0% Poor 6% No Opinion 6%

Comments: *No camera problem with JVC's * Undecided, depends upon what happens with service committment * IKE's have lasted well, parts and repairs have been few * 300 CLE's overall excellent * Small problem, Hitachi regional office repaired it * F250 not wide enough field of view * Reliability and manufacturing support has been reasonable, had three or four CCD blocks replaced by panasonic * WV F250 camera reliability-excellent, manufacturers support-poor * AU 410 had a tape slack problem * Pana WVF700 is very reliable.*

3. Are you considering an upgrade in the near future? If so, which camera(s) are you considering for field or studio work? *JVC KY 27 * Sony * AQ 20 & Hitachi HV C10 * Pana Digital & stay w/ IKE's * Yes, chip camera w/canon 17x lens * Pana AQ20 * No upgrades in the near future * Hitachi Z1.*

Comments: *Pana 300 has good low light levels * Might consider JVC KY 27 * JVC good with dockable AU-410 * Just went to F700 * Can't get funding support * Pana WVF700 is so good, especially for the price that I almost think there's no point in upgrading.*

It is most important for the membership that you continue to respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24 hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000 or Mail to:

MIU Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Place, Suite 100
Reston, VA 22091
ATTN: Russell

Monthly Survey Questions

Please respond! Thank you to those who responded to last months survey.

Each month the users association will poll users on specific MII issues and publish the results in the next newsletter. In this issue we are asking questions regarding panasonic parts with original and new MII equipment. In order to do a fair and accurate survey, we need your help. Please send in your survey responses as soon as possible. Thank you.

Lloyd Reed, original MII Users Subcommittee Chairman has voiced concern about the high cost of head replacement parts for the 3-digit model machines. He says it almost makes more sense to buy a new 2-digit series unit rather than spend up to \$5,000-\$6,000 dollars to fix the older units. He contends that the original users are the most loyal Panasonic customers and should receive special considerations. What do you think? The following survey questions pertain to this issue.

1. Do you think parts and labor prices for complete head replacement for older 3-digit series units are:

- A. Too high
- B. About right
- C. A great value, considering the head life of MII products

2. Do you think parts and labor pricing for all MII service provided by Panasonic and approved service centers is generally:

- A. Too high
- B. About right
- C. A great value

3. Do you think that, because of the markedly higher acquisition price that 3-digit series machine owners had to pay, these original MII owners should be given special discount rates on parts and labor for service?

Yes

No

*What about discounts on the purchase of new machines?

Yes

No

Comments _____

It is most important for the membership that you respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24 hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000 or Mail to:

MII Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Place, Suite 100
Reston, VA 22091
ATTN: Russell

Optional:

Name _____

Company _____

Phone _____

Requested by _____ Point of Contact _____

Company _____ Phone Number _____

Name of Production _____ Date of Production _____

Client _____ Production Company _____

Producer _____ Director _____

Talent _____ Subject of Production _____

Other Crew _____ Format(s) Used _____

[illegible]

It is not necessary to use this form, as long as your submission is legible. If you have photos, you may send them too. They will not be returned.

Action Taken (where sent and when)

MII Users Association of America Membership Listing

Alabama

AUVID Productions
Int'l Inc.
Paul D. Kennamer, Sr.
PO Box 1933
Huntsville, AL 35807
(205) 534-4666
MII Owner

AUVID Productions
Int'l Inc.
Nancy Kabajain
PO Box 1933
Huntsville, AL 35807
(205) 534-4666
MII Owner

DCH Regional Medical
Center
Larry Parker
809 University Blvd E.
Tuscaloosa, AL 35401
(205) 759-7332
MII Owner

First Frame Video
Services
David Black
2440 Wineridge Dr.
Birmingham, AL 35244
(205) 988-3267
MII Owner

Flint Hill Productions
Charles & Mary Golden
255 S. Charleston CT
Montgomery, AL 36117
(205) 277-7760
MII Owner

Industrial
Communications Inc
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PO Box 190201
Birmingham, AL 35219
MII Owner

Industrial
Communications Inc.
Britton Neal
232 Oxmore Cir
Birmingham, AL 35209
MII Owner

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Union
Stan Hill
PO Box 830010
Birmingham AL 35283-
0010
(205) 9914929
MII Owner

Alaska

KTOO-TV
CCBI
Jack McKain
224 Fourth st
Juneau, AL 99801
(907) 586-1670
MII Owner

Arizona

COVID
Imre A. Csaszar
1725 W. 17th St.
Tempe, AZ 85251
MII User

Del Sol Productions
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19 W. Ventura
Tucson, AZ 85705
(602) 622-1515
MII Owner

KTVW
Bruce Sherman
3019 E Southern Ave
Phoenix, AZ 85040
(602) 243-3333
MII Owner

KVOA-TV
Randall Meston
209 W. Elm St.
Tucson, AZ 85705
(602) 792-2270
MII Owner

Studio Optix
Christopher Hutson
103 W Alameria
Phoenix, AZ 85003
(602) 254-4668
MII Owner

Troxell
James Chalifoux
4830 S. 38 St.
Phoenix, AZ 85040
(800) 352-7912
Dealer

Vaughn Duplication
Services
Jim Lawson
3802 East University
Drive, Suite 2
Phoenix, AZ 85034
(800) 228-7609
MII Owner

Video Technical Services
Chip Harold
925 West Baseline Rd
Tempe, AZ 85283
(602) 831-2760
Dealer

Arkansas

5 Star Video
Randy McFarland
1112 Garrison Ave
Ft Smith, AR 72901
(501) 783-7751
MII Owner

Arkansas Farm Bureau
Keith Garrison
PO Box 31
Little Rock, AR 72203-
31
(501) 228-1488
MII User

Clarks Video
Productions
Tim Clark
1206 N 8th st Rogers
AR 72756
(501) 636-8599
MII Owner

KHOG
Marvin Macedo
PO Box 1029
Fayetteville, AR 72701
(501) 521-1010
MII Owner

KTHV
Chuck Weaver
720 Izard St
Little Rock, AR 72209
MII Owner

Sigma Broadcasting
Don Vest
PO Box 4150
Ft Smith, AR 72914
(501) 783-4040
MII Owner

Video Pro Productions
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PO Box 1694
Pine Bluff, AR 71613
MII User

California

ADV Tech
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8057 Crossbridge Rd
Dublin, CA 94568
(415) 833-6031
MII Owner

AME-Bill Messersmith
1133 N. Hollywood Way
Burbank, CA 91505
(818) 841-7440

AME Inc.
Larry Cohen
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N.Hollywood, CA 91601
(800) 336-3827
MII Owner

AME Inc.
Chip Vierung
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N.Hollywood, CA 91601
(800) 336-3827
MII Owner

Assoc. Elec.
Gene Husting
3585 Cadillac Ave
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(714) 850 9342
MII Owner

AudioLab Electronics
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Bldg C
Sacramento, CA 95841
Manufacturer

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Headquarters
Richard Farnham
2300 Gladwick
Rancho Dominguez, CA
90220
(310) 885-4200
Supplier

Bay Cable Advertising
Jim McQuin
20902 Cabot Blvd
Hayward, CA 94545
(510) 732-7320
MII Owner

BCS
Wendy Sahyoun
4525 Valerio St.
Burbank, CA 91505
(818) 845-7000
Supplier

Cal Poly San Luis Obispo
Peter Woodworth
Audio Visual Services
Dept.
San Luis Obispo, CA
93407
(805) 756-7197
MII Owner

Capitol Productions
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9773 Beachwood Dr.
Orangevale, CA 95662
MII User

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Productions
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Fullerton, CA 92635
(714) 526-3388
MII Owner

Clockwork Studios
Chris Petiprin
10695 Treena Street
Suite 106
San Diego, CA 92131
(619) 578-8433

Compact Video Group,
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John Donlon
2813 Alameda Ave
Burbank, CA 91505
(818) 840-7000
MII Owner

C. E. Heath Co
Cathy Baker
4 Embarcadero Ctr,
Suite 2050
San Francisco, CA 94111
(415) 956-5834
MII Owner

Don Brown Productions
Don Brown
1429 W. Collins Ave.
Orange, CA 92667
(714) 771-9711
MII Owner

DNF Industries
Eve Norell
1032 North Sweetzer
Ave
Suite 212
W. Hollywood, CA 90069
(213) 650-5256
MII User

DSO Productions
Robert Orban
2413 Lincoln Ave
Belmont, CA 94002
MII Owner

EIG Video
Bud Turner
PO Box 960
Lucerne Valley, CA
92356
MII User

Electronic Design &
Service
Sam Kondoz
6922 San Francisco,
CA 91201
(818) 843-6199
MII Owner

First Light Video
Publishing
Andy Romanoff
8536 Venice Blvd
Los Angeles, CA 90034
(310) 558-7880
MII User

Grace Video
Maynard Dennis Grimm
34476 Colville Pl
Freemont, CA 94555
(510) 794-8365
MII Owner

Grass Valley Group
Don Davis
P.O. Box 1114,
Mail Stop N3-2H
Grass Valley, CA 95945
(916) 478-3097
Manuf.

Horizon Christian
Fellowship
Roger Vans
PO Box 17480
San Diego, CA 92117
(619) 277-4991

IVS, Inc.
Ray Dunn
7925 Auburn Blvd
Citrus Heights, CA
95610
(800) 745-6601
Dealer

ITD Productions
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1561 Madrid Dr
Vista, CA 92083
(619) 598-8451
MII Owner

Jet Propulsion Lab
Cory Borst
4800 Oak Grove Dr.
Pasadena, CA 91109
(818) 354-6170
MII Owner

KATZ Inc.
Rich Borowy
PO Box 2608
San Fernando, CA 91393
(818) 895-8921
MII User

KCRA
Marty Main
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Sacramento, CA 95814-
0794
(916) 325-3255
MII Owner

King Video Cable
Alex Slaten
Advertising Production
Dept.
22620 Market Street
Santa Clarita, CA 91322
(805) 259-7646
MII Owner

Kolb Entertainment
Kenneth Kolb
14380 Foothill Blvd #26
Sylmar, CA 91342
(818) 362-6753
MII User

KRBK-TV
Annette Wegesend
500 Media Pl.
Sacramento, CA 95815
(916) 929-0300
MII Owner

KUSI
Richard Large
4575 View Ridge Ave
San Diego, CA 92123
(619) 571-5151
MII Owner

Ace Kutsuna
533 21st Pl
Santa Monica, CA 90402
MII Owner

KVCR-TV
Don Fertitta
701 S Mt Vernon st
San Bernardino CA
92410
(909) 888-6511 x1325
MII Owner

LifeEnrich
Robert Reese
10055 Wolf Rd, STE B14
Grass Valley, CA 95949
(916) 268-0882

Miles Media Corp
Richard Miles
4009 Union Ave
Bakersfield, CA 93305
MII User

Miller Video
Lee Miller
608 Wilson Ave
Novato, CA 94947
(415) 898-9998
MII Owner

Motion Blur Publishing
David Duberman
915A Stanbaugh St.
Redwood City, CA 94063
MII Owner

NBC
Jim Smith
3000 W. Alameda Ave
Rm 4359
Burbank, CA 91523
(818) 840-4281
MII Owner

NBC
Mr. Bill Johnston
3000 W. Alameda Ave
Burbank, CA 91523
MII Owner

NBC Mr. J. Schoedler 3000 W. Alameda Ave Burbank, CA 91523 MII Owner	R-VCR Larry Dean 4055 Guasti Rd ste 107 Ontario, CA 91761-1521 (909)984-6492 MII User	Unitel Video Mark Miller 3330 Cahuenga Blvd, West Los Angeles, CA 90068 (213) 878-5800 MII Owner	Davis Audio-Visual, Inc. Howard Goldbaum 2100 Clay St. Denver, CO 80211 Dealer	Optical Audio Productions Mike Koury P.O. Box 2243 Fort Collins, CO 80522 (303) 484-5535 Have MII	WTXX-TV George Parson 37 Peach Orchard Rd Prospect, CT 06712 (203)758-3905 Have MII
NBC Sports Jack Simmons 3000 W. Alameda Ave Rm 4359 Burbank, CA 91523 (818) 840-4290 MII Owner	Spot Productions Frank Vanella 5343 Birch Grove Dr. San Jose, CA 95123 (408) 224-1500 MII Owner	Vaughn Duplication Services Paul Taylor 2465 Campus Dr., Ste M Irvine, CA 92715 (714)252-0190 MII Owner	Davis Audio-Visual, Inc. Peter Blaney 19 West La Vages Colorado Springs, CO 80903 Dealer	VU Videos Eric Wheeler 1420 Blake Street Denver, CO 80202 (800) 637-4336 Supplier	WTXX-TV Ron Barnes 37 Peach Orchard Rd Prospect, CT 06712 (203)758-3905 Have MII
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North American Television Jim Ren Huang 10355 E. Rush St El Monte, CA 91733 MII User No MII	Tele-Video Production Services Jon Solander 600 Grand Ave Suite 401 Oakland, CA 94610 (510)893-0555 MII Owner	Walt Davis Enterprises Doug O'Connor 931 N Cole Ave Hollywood CA 90038 (213)461-0700 Dealer	Tom Houston 3321 Apple Ave Loveland, CO 80538 (303)667-2001 Have MII	Connecticut Angelsea Productions Tiffany Eddy 55 Russ St. Hartford, CT 06106 (203)241-8111 Have MII	District of Columbia Anacostia H.S. Fred Atarod, RM 228 16th & R St., SE Washington, DC 20020 No MII
Gene Zimmerman Jr Odetics Broadcast 1515 S Manchester Ave Anaheim, CA 92802-2907 (800)243-2001 Manuf.	Tentel Kirk McConnell 4475 Golden Foothills Pkwy El Dorado Hills, CA 95630 (800) 538-6894 Manuf.	Wilderness Production Mike Conway PO Box 10260 S. Lake Tahoe, CA 96158 (916)577-3008 MII Owner	KCD Ted Chavez 9952 Eastman Park Dr. Windsor, CO 80551 (303) 686-4640 Have MII	Anton Bauer Bruce Malam 1 Controls Dr. Shelton, CT 06484 (203) 929-1100 Manuf.	C-SPAN Brian Lockman 444 North Capitol Street Suite 412 Washington, DC 20001 (202) 737-3220 Have MII
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Philips interact media- POV Entertainment David White 325 E Hillcrest ste 250 Thousands Oaks, Ca 91362 (805)371-1300 MII Owner	Toaster Marmalade Mark Stross 4842 Via Colina Los Angeles, CA 90042 (213)259-9033 MII Owner	Colorado Advanced Audio Video Philip Young 7700 E. Illiff, Suite H Denver, CO 80231 (800) 368-0406 Have MII	KCNC-TV Don Sturgesleski 1044 Lincoln St Denver, CO 80203 (303) 830-6313 Have MII	Cinemat Tim Schult 127 Main St. N. Woodbury, CT 06798 (203)263-0006 Have MII	C-SPAN Tim Dombro 400 North Capitol Street Suite 650 Washington, DC 20001 (202) 737-3220 Have MII
Precious Memories Video Chuck Hashim 320 East 18th St. Bakersfield, CA 93305 (805) 324-8947 MII User	Tripp Communications Sales 1717 Solano Way #24 Concord, CA 94520 (510) 686-1801 MII User	Advanced Audio Video A.J.Delizza 7700 E. Illiff, Suite H Denver, CO 80231 (800) 368-0406 Have MII	KOAA-TV Ken Renfrow PO Box 195 Pueblo, CO 81002 (719)544-5781 Have MII	Insight Tom Carroll 288 Fallow St Norwalk, CT 06850 (203) 853-1115	C-SPAN Bill Conover 400 North Capitol Street Suite 650 Washington, DC 20001 (202) 737-3220 Have MII
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National Credit Union Administration Bob Parks 1776 G St. N.W. Washington, DC 20456 Have MII	Blue Mango Productions Ed Reinhardt 1513 Wiley St Hollywood, FL 33020 (305) 921-0079 Have MII	Gendra Broadcasting Corp Michael Luisi 2800 Biscayne Blvd, STE 700 Miami, FL 33137 Have MII	Medfo, Inc. Dennis McDougall 6110 9th St. N. St Petersburg, FL 33703 (813) 521-4130 Have MII	Video Factory Jeff Hooper 1126 S. Division Ave Orlando, FL 32805 (407) 246-6316 Have MII	Lewis Broadcasting Co. Wallace Tidwell PO Box 61268 Savannah, GA 31420 (912)925-0022 No MII
Organization of American States TV Unit Gabriel Gross 17th & Constitution Avenues Washington, DC 20006 (202) 458-3985 No MII	Harry Breitmeyer 1365 McMullen Booth Clearwater, FL 34619 (813)726-2024 Have MII	JJ Farris Enterprises, Inc. Joe Farris 6240 NW 173rd St #1027 Miami, FL 33015 (305)825-3908 No MII	Media Concepts Bob Skidmore 559 49th Street South St. Petersburg, FL 33707 (813) 321-2122 Dealer	Videotaping Services Inc Dale Sweet 1911 Manor Circle Dr Winterhaven, FL 33880 Have MII	Lithonia Lighting Mike Rogers Video Communications 1400 Lester Rd Conyers, GA 30207 (404) 922-9000 x2517 Have MII
The Media Group Andrea Stelter 1118 22nd St., NW Washington, DC 20037 (202) 833-4461 No MII	CBF Media Centre Bob Bernhardt 3400 Raleigh St Hollywood, FL 33021 Have MII	Lakeland Regional Medical Center Education Dept. Ryan Lee 1324 Lakeland Hills Blvd. Lakeland, FL 33805 (813) 687-1127 Have MII	Multi Image Group Jim Ballentine 1080 Holland Drive Boca Raton, FL 33487 (800) 523-2682 Supplier	Video Techniques, Inc. Robert Lorentzen PO Box 9649 Bradenton, FL 34206- 9649 (813)746-4949 Have MII	Media Magic Bill Batchelor 3952 Casey Glen Ct Duluth, GA 30136 (404) 418-0984 Have MII
WRC-TV Ron Thorpe 4001 Nebraska Avenue Washington, DC 20016 (202) 885-4012 Have MII	Centercom Inc. Keith Lamp 4710 Eisenhower Blvd, Ste C4 Tampa, FL 33634 (813)886-8266 Have MII	Lockheed Space Operations Ed Mikulas MS LSO 110 Kennedy Space Center, FL 32899 (407)867-2280 Have MII	Sakolsky Productions Kerry Sakolsky 700 Biltmore Way, Suite 1202 Coral Gables, FL 33134 (305) 441-1935 Have MII	Vue-Com Inc. Marshall Ham 1126 S Division Ave Orlando, FL 32805 (407)423-7869 Dealer	Motion Visuals Pat Cooksey PO Box 43371 Atlanta, GA 30336 (404)696-2709 Have MII
WRC-TV Harris Sullivan 4001 Nebraska Avenue Washington, DC 20016 (202) 885-4133 Have MII	Composite Video Service Bill Costello 11100 66th St.N. Suite 27 Largo, FL 34643 (813) 546-6407 Have MII	Uptown Productions AJ Machada 14413 SW 46 Ter Miami, FL 33175 No MII	Sifford Video Lawson Turk 2815 Evans St Hollywood, FL 33020 (800)727-2679	WDZL Bob Castillo 2055 Lee St. Hollywood, FL 33020 (305) 925-3939 Have MII	National Video Exposure Clyde Land 5100 Kerry Dr. Atlanta, GA 30331 (404) 344-1551 Have MII
WRC-TV Ron Thorpe 4001 Nebraska Avenue Washington, DC 20016 (202) 885-4012 Have MII	Computer Power, Inc. Glenn Caton 661 Riverside Ave Jacksonville, FL 32204 (904)359-5135 Have MII	Lockheed Space Operations Robert Simmer MS LSO 115 Kennedy Space Center, FL 32899 (407) 867-2280 Have MII	U.S. Air Force Wright Laboratory WL/MNGI Don Snyder Eglin AFB, FL 32542 (904)882-9911 No MII	WFLA Mike Healy 905 E Jackson St Tampa, FL 33614 (813) 228-8888 Have MII	Northwest Airlines, Inc. Bob Sharrett 1000 Inner Loop Road Atlanta GA 30337-6072 (404)530-6955 Have MII
Florida	Channel 20 Scott Monaghan 215 N. Olive Ave, Suite 100 West Palm Beach, FL 33402 (407) 355-4239 Have MII	Magic Motion Film & Video Ron Shaw PO Box 533071 Orlando, FL 32853 (407)643-1429	Valencia College Keith Foston Film Technology Program, Mail Stop 3-2 701 N. Econlockhatchee Trail Orlando, FL 32825 (407) 299-5000 x2415 Have MII	WFTS Luis Romero 4501 E Columbus Dr Tampa, FL 33605 (813) 623-2828 Have MII	Printpack, Inc. John Clower 4335 Wendell Dr. Atlanta, GA 30336 (404) 691-2538 x445 Have MII
AAACHEN Productions George Phelps 11261 S.W. 177th St. Miami, FL 33157 (305) 255-9563 Have MII	Continental Cablevision Alan Tomasetti 141 N.W. 16th St Pompano Beach, FL 33060 (305) 946-7011 Have MII	MagneTech Michael Pardo 3941 SW 47th Ave. Ft Lauderdale, FL 33314 1-800-683-DUPE (305) 791-6711 Have MII	Valencia College Jim Barber Film Technology Program, Mail Stop 3-2 701 N. Econlockhatchee Trail Orlando, FL 32825 (407) 299-5000 x2415 Have MII	WFTS Jean Varn 4501 E Columbus Dr Tampa, FL 33605 (813) 623-2828 Have MII	Savannah College of Art & Design Ralph Gnann 235 Haversham St. Savannah, GA 31402 (912)238-2407 Have MII
Airtime Design Brooks Reid 6490 SW 113th Miami, FL 33156 (305) 666-0925 Have MII	Encore Broadcast Sales Lisa Heydet 3409 NW 9th Ave ste 1104 Ft Lauderdale FL 33309 (305)565-1862 Used Eqpt Dealer	Mayo Clinic Asa Floyd 4500 San Pablo Rd. Jacksonville, FL 32224 (904) 223-2672 Have MII	WPTV Edward J. Roos P.O. Box 510 Palm Beach, FL 33480 (407) 655-5455 Have MII	Strickland Video & Film Support John Strickland 2972 Chipmonk Trail Marietta, GA 30067 (404) 988-0803 Have MII	
ARCO Inc. Mark Castellani 2226 8th St Sarasota, FL 34237 (813)365-0900	Encore Steve Mashburn 1252 E. Hilsborough Ave Tampa, FL 33604 (813) 669-8332 Supplier	Mayo Clinic Bilf Wimsett 4500 San Pablo Rd. Jacksonville, FL 32224 (904) 223-2008 Have MII	Georgia	Atlanta Duplication Dan Nobels 4330 Royal Mustang Way Lithonia, GA 30058 (404)978-1299	TVF Productions John Salter 1612 N. Oak St. Valdosta, GA 31602 (912) 244-9597 No MII
ASCA Dan Block 2860 Armadillo Tr Titusville, FL 32780 (407) 269-1303 Have MII					

Vaughn Duplication Services Rick Gauthier 2700 NE Expressway Bldg A, Ste 200 Atlanta, GA 30345 (404)728-9025 Have MII	Idaho KTRV Brian Royster 679 6th St Nampa, ID 83651 (208) 466-1200 Have MII	Kemper National Insurance Bill Demarco Kemper TV Studios F-3 Rt. 22 & Kemper Dr. Long Grove, IL 60049 (708) 540-4449 Have MII	TeleVisual Productions Dave Beatty 1287 Wabash Springfield, IL 62704 (217)787-4757 Have MII	Indiana Ball State University Bill Cahoe University Media Services Muncie, IN 47306 (317) 285-1487 Have MII	WKJG-TV Matt Kyle 2633 West State Blvd Ft. Wayne, IN 46808 (219)422-7474 Have MII
Video Copy Services Rick Stevens 1699 Tullie Circle Ste 117 Atlanta, GA 30329 (800)553-3616 (404)321-6933 Have MII	United Artists Cable Neil Smith PO Box 44 Boise, ID 83744 (208)375-2727 Have MII	Little Fort Media Weldon Johnson 113-115 N Genesee Waukegan, IL 60085 (708) 244-9666 Have MII	The Orenda Group Jim Riemersma 9848 South Winchester Ave Chicago, IL 60643 (312) 238-3578 Have MII	Ball State University Jim Scott University Media Services Muncie, IN 47306 (317) 285-1487 Have MII	WFFT-TV Mac McShane 3707 Hillegas RD Ft. Wayne, IN 46808 (219) 471-5555 Have MII
Video Duplication Skip Lewis 3095 Presidential Dr. Ste F Atlanta, GA 30340 (800) 235-9732 Have MII	Illinois 3M Tape Sales Dave Rahmlow 908 N. Elm St. Hinsdale, IL 60521 (800) 942-3961 Manuf.	Master Images Video Duplications, Inc. Skip Navar 3176 Mac Arthur Blvd. Northbrook, IL 60062 (708)564-0470 Have MII	Three Angels Broadcasting Network Doug Garica PO Box 220 West Frankfort, IL 62896 (618)627-4651 Have MII	Ball State University Chris Weyers BC#179 Muncie, IN 47304 (317) 285-8185 Have MII	Wolfe Communications Inc. Dion Wolfe Box 105 Valparaiso, IN 46383 (219)464-5019 Have MII
Video Supply Sales Co. Mark Radford 3440 Oakcliff Rd. Suite 112 Atlanta, GA 30340 (404) 458-2468 Dealer	Bible Students Publications George Tabac 900 Brentwood Bensenville, IL 60106 (708) 595-0984 Have MII	Millikin University Ronnie Dean 1184 W. Main Decatur, IL 62522 (217) 424-6254 Have MII	Video FX Stuart Soifer 400 Jefferson Ct Wheeling, IL 60090 No MII	Maginity Video Productions Harry Maginity PO Box 15 Green Castle, IN 46135 (317)653-5736 MII Owner	WTTV Fred Baumgartner 3490 Bluff Road Indianapolis, IN 46202 (317) 787-2211 Have MII
Videotography Inc Damon Smith PO Box 8263 Savannah, GA 31412 No MII	Bloomquist & Associates, Inc Dick Bloomquist 828 N. Addison Ave Elmhurst, IL 60126 (708) 530-4077 Have MII	NBC Mr. T. Powers 454 N. Columbus Dr Chicago, IL 60611 Have MII	Video Production Group Mark Wilder 511 Court St Pekin, IL 61554 (309)353-6158 Have MII	Reed Productions Kevin Bassett PO Box 977 Warsaw, IN 46580 (219) 267-4199 Have MII	Iowa American Heritage Cable Brian Sawyer 1729 McPherson Ave Council Bluffs, IA 51503 (712) 328-7207 Have MII
Zan Productions Roseann Bush 1390 E Rock Springs 4 Atlanta, GA 30306 (404)872-0719 Have MII	Business TV Associates Mark Hewitson RR 1, Box 71 McLean, IL 61754 (309) 874-2908 Have MII	Norwest Communications, Inc. Mark Karney 123 S. Hough St. Barrington, IL 60010 (708) 381-3271 Have MII	Video Replay Ron Norinsky 118 West Grand Ave. Chicago, IL 60610 (312)822-0221 Have MII	Sho-n-Tell Rollie Bunce 8241 Milhouse Rd Indianapolis, IN 46241 (317)856-5418 No MII	Cedar Rapids Television Co. Bruce Kruse Second Ave. at Fifth St, SE Cedar Rapids, IA 52401 (319)398-8422 Have MII
Hawaii Hot Shot Productions Jim Abell PO Box 1297 Kapa, HI 96746 No MII	Centercom Inc. Vicky Jacobs 7120 Ridgeway Lincolnwood, IL 60645 (708)675-1411 Have MII	Provid Supply Regina Szpak 896 Webster Ln Desplaines, IL 60016 (708) 299-7832 Supplier	Video-Tech Production Alan Thursby P.O. Box 2251 1602 Melrose Ct. Decatur, IL 62526 (217) 877-9422 Have MII	Versatile Video Services, Inc. Terry Burke P.O. Box 333 Yorktown, IN 47396 (317) 759-4747 No MII	Iowa State University Denny Goodrich Media Production Unit Exhibit Hall S Ames, IA 50011 (515) 294-2316 Have MII
KIT Video Pro Bill George 1095 Kalapaki Honolulu, HI 96825 (808)395-1244 No MII	Center Video Rex Balz 5615 W. Howard Street Niles, IL 60648 (800) 621-4354 Supplier	Southern Illinois University John Kautzer Campus Box 1775 Edwardsville, IL 62026 (618) 692-2230 Have MII	WICD-TV David Boyer 250 Country Fair Dr. Champaign, IL 61821 (217) 351-8500 Have MII	Video Management Systems Dan Hall 1004 E. Washington Street Indianapolis, IN 46202 (317) 639-6163 Have MII	Iowa State University Jim Twetten Media Production Unit Exhibit Hall S Ames, IA 50011 (515) 294-2316 Have MII
Video Concepts Bob Ramacher 535 Lipoa Pkwy Kihei, Maui, HI 96753 (808) 879-1329 Have MII	Copymaster Video Larry Stengren 711 E. Fairfield Ave. Villa Park, IL 60181 (708) 279-1276 Have MII	State Farm Insurance Gary Chambers 1 State Farm Plaza Bloomington, IL 61710 (309) 766-6176 Have MII	WGEM Brady Dreasler 513 Hampshire Quincy, IL 62301 (217) 228-6618 Have MII	Video Management Systems Jeff McFall 1004 E. Washington Street Indianapolis, IN 46202 (317) 639-6163 Have MII	Kirkwood Community College Joe Taylor 6301 Kirkwood Blvd SW Cedar Rapids, IA 52406 (319)398-5620 Have MII
Video Concepts Kevin Harrington 535 Lipoa Pkwy Kihei, Maui, HI 96753 (808) 879-1329 Have MII	Ed Janik Productions Ed Janik RR 2, Box 94C Pleasant Plains, IL 62677 (217) 626-1976 Have MII	State Farm Insurance Randy Smith 1 State Farm Plaza Bloomington, IL 61710 (309) 766-6176 Have MII	WIFR-TV Willard Shears PO Box 123 Rockford, IL 61105 (805)987-5300 Have MII	WIPB-TV Bob Fairchild PO Box 1708 Muncie, IN 47308 (317)285-1249 Have MII	Pratt Audio Visual & Video Corp. Cynthia Egger 200 Third Ave., SW Cedar Rapids, IA 52404 (319) 363-8144 Dealer
Video Lab Norm Nichols 641 Keeaumoku, Ste. 5 Honolulu, HI 96814 (808) 947-5227 Have MII	Illinois Central College Tom Boyer 1 College Drive East Peoria, IL 61635 Have MII	State Farm Insurance Steve Snyder 1 State Farm Plaza Bloomington, IL 61710 (309) 766-3368 Have MII	WTVO Al Petzke 1917 N Meridian Rd Rockford, IL 61105 (815) 963-5413 Have MII	WIPB-TV James Miller PO Box 1708 Muncie, IN 47308 (317)285-1249 Have MII	St. Luke's Hospital Maureen Osako 1026 A Avenue, NE Cedar Rapids, IA 52402 (319)369-7487
	JRC Productions Rob Aiello 528 Northlake St Aurora, IL 60506 (708) 896-4250 Have MII	Televent Video Services Don Shannon 6533 West North Ave Oak Park, IL 60302 (708) 383-5588 Have MII	WYCC-TV Donald Rhodes 7500 S. Pulaski Rd. Chicago, IL 60652 (312)838-4853 Have MII		Kansas

Beechcraft Corp. Richard Young PO Box 85 Wichita, KS 67201 Have MII	S & W Productions Tom Prigge 459 Broyles Ave Paducah, KY 42003 (502) 554-3057 Have MII	Vidox Chris Allain 1223 St. John Lafayette, LA 70506 (318)237-1700 Have MII	Communications Televideo Ltd. Paul Farren 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	Lister Hill Natl.Center For Biomedical Communications James Charuhas Bldg 38A RM B2N35 Bethesda, MD 20894 (301)496-6396	Specialized Communications Dave Clayberg 907 Maryland Ave. Hagerstown, MD 21740 (800)359-1858 (301)790-0103 Repair
Fast Forward Productions Brad Burrow 12508 Summertree Olathe, KS 66062	S & W Productions Terry Schmitt 459 Broyles Ave Paducah, KY 42003 (502) 554-3057 Have MII	Video First Productions Ray Morvant PO Box 331 Kaplan, LA 70548 (318)643-1988	Steve Crouch 4407 Independence St. Rockville, MD 20853 (301) 946-6380 Repair	Montgomery College Tom Cook 51 Mannakee Rockville, MD 20850 (301)251-7159	TCI Cablevision Bob Hidey 201 S. Mechanics St Cumberland, MD 21502 (301)722-6547 Have MII
First Generation Video Wink Friesen 1802 N. Plum Hutchinson, KS 67502 (316) 662-9262 Have MII	WPSD-Engineering Dept. Jim Franklin P.O. Box 1197 Paducah, KY 42002-1197 (502) 442-8214 Have MII	VIP Philip Nelson 2908 Cameron St. STE B Monroe, LA 71201 (318)322-8222 Have MII	Fallen Angels Films, Inc. Lynn Till 530 Fawn's Walk Annapolis, MD 21401 (410)974-0516 Have MII	Preston Trucking Bob Lyons 151 Easton Blvd. Preston, MD 21655 (301) 673-7151 Have MII	TPI Productions Bill Perkins 5410 Goldsboro Road Bethesda, MD 20817 (301) 320-5979 Have MII
Heartland Productions, Inc. Bryan Winsby PO Box 4180 Shawnee Mission, KS 66204 (913)236-6088 Have MII	Louisiana Execute Productions Tom Samuels 127 S. Solomon St New Orleans, LA 701195928 (504)482-8848 No MII	World Christian Church Leslie Johnson Film Dept. #1808 Hwy 59 Mandeville, LA 70448- 4000 No MII	Fay Communications Inc. Tim Fay 802 Argyle Rd Silver Spring, MD 20901 (301)588-0778 Have MII	PG County Office of TV Resources Don Mattingly 8437 Landover Road Landover, MD 20785 (301) 386-1629 Have MII	Video on Location Jimmy Veizis 11600 Nebel St. Rockville, MD 20852 (301) 984-5823 Have MII
KPTS Dave McClintonck 320 W. 21st St Wichita, KS 67201 (316) 838-3090 Have MII	In-Sync Larry Christensen 13 Country Club Lane Shenandoah, LA 51601 (712)246-5848 MII User	WYES Mike Denning PO Box 24026 New Orleans, LA 70184 (504) 486-5511 Have MII	Fuji Pro Tape J. Thomas Baum 1089 Heathers Dr. Westminster, MD 21158- 3602 (301) 876-9590 Manuf.	Prince Georges Co. Public Schools Scott Schiller 8437 Landover Road Landover, MD 20785 Have MII	Video on Location Dino Veizis 11600 Nebel St. Rockville, MD 20852 (301) 984-5823 Have MII
KSAS-TV David Bird 316 N. West St. Wichita, KS 67203 (316)942-2424 Have MII	Mission Service Supply Inc Joey Guy 900 Wood St Westmonroe, LA 71291 (318)325-8674 Dealer	Maine James Waligora 3555 N. Raymond Rd Poland Spring, ME 04274 No MII	Global Vision Tariq Nazir PO Box 535 Reisterstown, MD 21136 (301)356-6715 No MII	Prince Georges Co. Public Schools Chuck Wolfe 8437 Landover Road Landover, MD 20785 Have MII	Video Transfer, Inc. Ernie Aschenbach 5709 Arundel Ave. Rockville, MD 20852 (301) 881-0270 Have MII
KSNW Mark Luedtke 833 N. Main Wichita, KS 67201 (316) 265-3333 Have MII	Mission Service Supply Inc. Carl Hicks PO Box 2957 West Monroe, LA 71294 (800)352-7222 Dealer	Maryland Antietam Cable TV Bill Lucas 1000 Willow Cr Hagerstown MD 21740 (301)797-5000 x122 Have MII	Hocus Focus Productions Don Armstrong 200 E Joppa Rd, Ste L105 Towson, MD 21204 (410)832-5740	Professional Products, Inc. James Baldwin 4964 Fairmont Ave. Bethesda, MD 20814 (301) 657-2141 Dealer	Virtual Image Labs, Inc. David Paige 1738 Elton Rd Ste307 Silver Spring, MD 20904-1725 (301)431-7735 Have MII
Majec Video Productions Jordan Gershon 9275 Flint St Overland Park, KS 66214 (913)894-1188 Have MII	Newcomer Young Productions James Young 201 Trenton St West Monroe, LA 71291 (318)325-4413 Have MII	Antietam Cable TV Dave Dahl 1000 Willow Cr Hagerstown MD 21740 (301)797-5000 x122 Have MII	Henry Joseph, III 10169 New Hampshire Ave. Suite 198 Silver Spring, MD 20903 (301) 434-7347 No MII	Professional Products, Inc. Bob Williams 2605 N. Rolling Rd, Suite 406 Baltimore, MD 21207- 1960 (301) 298-7111 Dealer	VMAG Kendra Cook 5410 Goldsboro Road Bethesda, MD 20817 (301) 320-0077 Have MII
Smokey Hills Public TV Lloyd Mintzmeyer PO Box 9 Bunker Hill, KS 67626 (913) 483-6990 Have MII	Newcomer Young Productions Ken Purcell 201 Trenton St West Monroe, LA 71291 (318)325-4413 Have MII	AVA Productions Dick Slade 1412 Northcrest Drive Silver Spring, MD 20904 (301) 384-9595 Have MII	Image Productions John Young 111 South Potomac St. Hagerstown, MD 21740 (301) 739-4590 Have MII	Ralph Graves Productions, Inc. Bill Graves 5161 River Rd, Bldg 2, Suite 103 Bethesda, MD 20816 (301) 986-4577 Have MII	Washington Professional Systems Mike Gerry 11157 Viers Mill Rd Wheaton, MD 20902 (301) 942-6800 Dealer
University of Kansas Brian Powell Athletic Dept.-Football Allen Fieldhouse Lawrence, KS 66045 Have MII	Newcomer Young Productions Chris Turner 201 Trenton St West Monroe, LA 71291 (318)325-4413 Have MII	Bell Atlantic Tom Erdely 801 Roeder Road Silver Spring, MD 20910 (301) 565-8663 Have MII	Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 Have MII	Regional Cable Network Cindy Garland 1000 Willow Cir. Hagerstown, MD 21740 (301) 797-5000	WBFF Del Parks 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 Have MII
Kentucky Dench Video Services, Inc. Tim Dench 9141 Bardstown Rd. Louisville, KY 40291 (502) 239-0229 No MII	Newcomer Young Productions Mike Blohm-Technical Services 900 Convention Center Blvd New Orleans, LA 70130 (504) 582-3062 No MII	Carpel Video Andy Carpel 429 E. Patrick St Frederick, MD 21701 (800) 238-4300 supplier	Kennedy Krieger Institute Michele Lash 707 N. Broadway Baltimore, MD 21211 (410)550-9448	Ritz Audio/Visual Scott Grady 6620 Virginia Manor Beltsville, MD 20705 No MII	WBFF William Hackney 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 Have MII
KET Michael Howard 600 Cooper Drive Lexington, KY 40502- 2296 (606) 258-7089 Have MII		Colorlab Russ Suniewick 5708 Arundel Ave. Rockville, MD 20852 (301) 770-2128 Have MII	Mark Kregel 1403 Ronson Ct. Aberdeen, MD 21001	Sign Media Inc. Verden Ness 4020 Blackburn Lane Burtonsville, MD 20866 (301) 421-0268 Have MII	WHAG-TV Wayne Younkins 13 E. Washington St. Hagerstown, MD 21740 (301) 797-4400 Have MII

Massachusetts	Plainsong Productions Ben Achtenberg 47 Halifax Street Jamaica Plain, MA 02130 (617) 524-0980 No MII	Ken Johnston 3470 Dobie Rd Okemos, MI 48864 (517)349-2976 MII User	Western Michigan Public Broadcasting Tim Scarpino 301 West Fulton Grand Rapids, MI 49504-6492 (616)771-6666 Have MII	Alpha Video Ben Vogel 7836 2nd Ave. S. Bloomington, MN 55420 Dealer	King Videocable Co. Dennis Becker 6901 Winnetka Ave. North Brooklyn Park, MN 55428 (612) 531-4422 Have MII
A/V Services Bob Pooler 674 Mass Ave (Rt 111) Boxborough, MA 01719 (508) 263-7727 Have MII	Post Time Productions Fred Mycroft 340 Anawan Street Rehoboth, MA 02789 Have MII	Lake Michigan College Todd Blake 2755 E Napier Ave Benton Harbor, MI 49022 (616)927-3571 x5248 Have MII	Western Michigan University James Kirkland Television Department Kalamazoo, MI 49008-3899 (616) 387-5040 Have MII	Audio Visual Wholesaler Tom Toutges 5395 31st Ave Plymouth, MN 55447 Dealer	KTCA Jerry Huiting 172 E. 4th St. St. Paul, MN (612)222-1717 Have MII
Bob Benson Video Film Robert Benson 287 Chappel St Holden, MA 01520 (508) 829-4105 Have MII	ProMEDIA Florianio Cabral 246 Palmer Street Fall River, MA 02724 (508)994-0447 Have MII	Mt Hope Church Bob Glennon 202 S Creyts Rd Lansing, MI 48917 (517) 321-2780 MII Owner	Western Michigan University Brad Morgan Television Studios Kalamazoo, MI 49008-5167 (616) 387-5042 Have MII	Century Design Jody Heurung 530 15th Ave. S. Hopkins, MN 55343-7889 (612) 935-0033 Have MII	Marketing By Video Bill Hagan 6440 Flying Cloud Dr., STE 101 Eden Prairie, MN 55344 (612)944-3323 Have MII
The Camera Corp Marty Feldman 858 Providence Hwy Norwood, MA 02062 Dealer	Studio 5 Productions Bill Lowell 5 TV Place Needham, MA 02192 (617) 449-0400 Have MII	Mt Zion Temple David McClure 4900 Maybe Rd Clarkston, MI 48348 313-391-6166 MII Owner	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008-5167 (616) 387-5042 Have MII	Champion Auto Stores Larry Gilbertson 2101 57th Ave N Brooklyn Park, MN 55428 (612) 560-1335 MII Owner	Mayo Clinic Marvin Mitchell Video Communications Systems Rochester, MN 55905 (507) 284-2511 Have MII
Crimson Tech Lee Wolloff 325 Vassar St Cambridge, MA 02139 (617-868-5150 Dealer	Thom McAn Greg Lindgren 67 Millbrook St. Worcester, MA 01606 (508) 791-3811 Have MII	PKH Video Peter Hickman 1997 M-50 Tecumseh, MI 49286 (517) 423-2137 Have MII	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008-5167 (616) 387-5042 Have MII	Cinequipt Kevin Groves 856 Raymond Ave St Paul, MN 55114 (612) 646-1780 Dealer	Miller Meester Advertising Dan Sauard 17 N Washington Ave Minneapolis, MN 55401 (612) 337-9120 Have MII
Eastern Video Systems, Incl Bob Strauss 2 Sterling Rd Billerica, MA 01862 (508)667-0009 Dealer	WNAC-TV Gary Sprague 33 Pine St Rehoboth, MA 02769 Have MII	Q-1 Video Network Tim Hart 62 Division Coldwater, MI 49036 (517) 279-8752 Have MII	WNEM TV 5 Greg Surma 107 N. Franklin St PO Box 531 Saginaw, MI 48606 (517)755-8191 Have MII	Conus Communications Jonathan Meyers 3415 University Ave St Paul, MN 55114 (612) 642-4637 Have MII	Northland Insurance Companies Charlie Stellick 1295 Northland Dr. St. Paul, MN 55120-1146 (612)688-4721 Have MII
GTE Labs, Inc. Rich Weiland 40 Sylvan Rd. Waltham, MA 02254 (617) 466-4151 Have MII	Christian Family Centre Paul Maybee 1800 W US 223 Adrian, MI 49221 (517)263-6232 Have MII	Thalner Electronic Labs Karl Couyoumjian 7235 Jackson Rd. Ann Arbor, MI 48103 (313) 761-4506 Dealer	WNEM TV 5 Michael J Miller 107 N. Franklin St PO Box 531 Saginaw, MI 48606 Have MII	Gottry Advertising & Marketing, Inc. Rich Elsberry 5001 West 80th ST., Ste 655 Bloomington, MN 55437 Has MII	NW Airlines Bob Brandia 5101 NW Dr St. Paul, MN 55111 (612)726-0355 Have MII
Iron Fist Productions Ariel Rustig 432-A Mass Ave Arlington, MA 02174 (617) 646-5954 MII User	Delta College Harold Conley University Center, MI 48710 (517)686-9354 Have MII	Thalner Electronic Labs John Young PO Box 96 Bangor, MI 49013 (616) 427-8233 Dealer	WNMU-TV Northern Michigan University Earl Littich Marquette, MI 49885 Have MII	Grant Booker Video Terry Grant 2543 Nicollet Ave. S Minneapolis, MN 55404 (612) 870-0028 Have MII	Physics Curriculum and Instr Dave Hilson 22585 Woodhill Dr. Lakeville, MN 55044 MII Owner
LCR Productions Leo Rotkiewicz, Jr. 46 Elm St South Deerfield, MA 01373-1006 (413) 665-2946 No MII	Digital Animation Corp. Ron Ware 24445 Northwestern Hwy, Suite 105 Southfield, MI 48075 (313)354-0890 No MII	University of Michigan, METN Jerry McCarty RM 1020 HH Dow Bldg Ann Arbor, MI 48109-2136 (313) 763-1233 Have MII	Wolohan Lumber Paul Adler 1740 Midland Rd Saginaw, MI 48603 (517) 793-4582 MII Owner	Hueton, Dailey, Munson Jeff Hueton 6573 City West Pkwy Eden Prairie, MN 55344 (612)943-1711 MII Owner	Promotional Films and Video, Inc. Al Peterson 1313 Cambridge St. Hopkins, MN 55343 (612) 935-2183 Have MII
Media Partners of MA Gary Pink 1837 Ocean St. Marshfield, MA 02050 (617) 837-5301 Have MII	Dunbar Video Productions William Dunbar 2487 Houser Rd Holly, MI 48442 (313)634-8686 Have MII	Vivid Visions, Inc Christopher Hart 9282 General Dr., Suite 130 Plymouth, MI 48170 (313) 453-7770 Have MII	WXYZ Mike Doback PO Box 789 Southfield, MI 48037 (313) 827-9490 Have MII	Jamieson & Associates, Inc. Richard Jamieson 5200 Wilson Road - 300 Minneapolis, MN 55424 (612)920-3770	Todd Communications Tom Upmann 6545 Cecilia Cir. Minneapolis, MN 55439 (612)941-0556 Dealer
MIT Earth & Planetary Sciences Tim Dowling 18 Vassar St Bldg 54-420 Cambridge, MA 02139 (617) 253-1785 Have MII	Dan Fitzgerald P.O. Box 126 Tecumseh, MI 49286 (517) 423-8124 No MII	VPM Studios Gene Casaroll 13761 Bell Court Stirling Heights, MI 48312 (313) 939-8680 Have MII	WZZM-TV Chuck Mikowski 645 Three Mile Rd N.W. Grand Rapids, MI 49504 Have MII	Juntunen Video Mike Vinup 708 N. First St., Ste 131 Minneapolis, MN 55401 (612)341-3348 Have MII	Vaughn Duplication Services Kent Christiansen 7951 Computer Ave South Minneapolis, MN 55435 (800)323-0281 Have MII
New Avenue Communications Phil Alape 50 Hunt St. Watertown, Ma 02172 (800)835-5222 No MII	International Learning Systems, Inc. Larry S. Bothe Rm 120 Bell Hall Andrews University Berrien Springs, MI 49103-0087 (616)471-6052 Have MII		Minnesota	KARE Norm Beardsley 8811 Olson Memorial HWY Minneapolis, MN 55427 (612) 546-1111 Have MII	
New England Cablevision Jerry Klinow 38 Blackburn Center Gloucester, MA 01930 (508)281-2285			3M Bob Herman 3M Center Building 223-5N-01 St Paul, MN 55119 (612) 736-2549 Manuf.		

Missouri American Cablevision John Denison PO Box 5454 Kansas City, MO 64131 Have MII	KTVM Bill Ward 750 Dewey Blvd Butte, MT 59701 (406)494-7603 Have MII	WOWT-TV Rick Klutts 3501 Farnam Omaha, NE 68131 (402) 346-6666 Have MII	Avon Productions Fred Lipowitz 123 Matis Street South Plainfield, NJ 07080 (908) 756-0643 Have MII	New Life Productions Richard Myers PO Box 5500 Millville, NJ 08332 (609)825-3332 Have MII	New Mexico Technical Institute Paul Hofman Geoscience Dept. Socorro, NM 87801-4796 (505)835-5108 Have MII
Duff Video Productions Ron Duff P.O. Box 881 Cape Girardeau, MO 63702-0881 (314) 334-1189 Have MII	KULR-TV Dean Jansma PO Box 80810 Billings, MT 59108 (406) 656-8000 Have MII	WOWT-TV Robert Sandoval 3501 Farnam Omaha, NE 68131 (402) 346-6666 Have MII	Bell Atlantic Corporate Television Richard Deiss 540 Broad Street, Room 400 Newark, NJ 07101 (201) 649-3885 Have MII	NBC Mr. Wayne Grennier 101 Broad Avenue Fairview, NJ 07022 Have MII	OnTrack Inc. Cy Leland Box 3188 HS Ruidoso, NM 88345 (800)424-7296 Have MII
Foris Benefits Insurance Company Craig Campbell 2323 Grand Ave Kansas City, MO 64108 (816)881-8719 Have MII	Maney Telefilm Dick Maney 842 Lexington Ave Butte, MT 29701 (406)782-8092 No MII	Nevada High Sierra Video Productions Bryan Hoopes 930 Tahoe Blvd, Unit 802 Incline Village, NV 89450 (702)831-1296 Have MII	Bottom Line Television Mike Moran 6 Northwest Blvd Newfield, NJ 08344 (609) 697-4661 Have MII	Telemetrics Anthony Cuomo 7 Valley St Hawthorn, NJ 07506 (201) 423-0347 Have MII	PCI, Inc. Idella Cantrell 1595 W. Amador Ave Suite H Las Cruces, NM 88005 Dealer
Good News Productions Stan Waite Box 222 2111 N. Main Joplin, MO 64802	Boys Town Mark Warsoski 555 N 30th St Omaha, NE 68131 Have MII	Markone Video Mark Carey 220 South Rock Blvd #9 Reno, NV 89502 (702)856-2011 Have MII	Cassette Dub Inc. Paul Ranieri 245 Livingston Street Northvale, NJ 07647 (201) 767-7077 Have MII	United Artists Cable Peter Strang-Wolf 421 Allwood Rd Clifton, NJ 07012 (201) 779-2444 Have MII	Sandia National Labs Jim Lloyd Organization 7212 P.O. Box 5800 Albuquerque, NM 87185 (505) 844-3867 Have MII
KPLR Jim Wright 4935 Lindell Blvd. St. Louis, MO 63108 (314) 454-6306 Have MII	Chapman & Associates Don Chapman 1912 California St Omaha, NE 68102 (402) 3430440 Have MII	Truckee River Studios, Inc. Larry Beldon PO Box 1529 Verdi, NV 89439 (800) 824-0977 Have MII	Costello Video Group, Inc. Joe Costello 241 Molnar Dr. Elmwood Park, NJ 07407 (201)791-5449 Have MII	WJ Kronemyer Associates Bill Kronemyer 280 East Glen Ave. Ridgewood, NJ 07450 (201) 445-1919 No MII	Sandia National Labs Charles Johnson Div 9249 Box 5800 Albuquerque, NM 87185 (505)844-7911 Have MII
Liens Video Systems 219 S Jefferson Springfield, MO 65806 (800)641-4674 Dealer	Creighton University Terence Barrio 2400 California St Omaha, NE 68178 (402)280-5124 Have MII	Western Nevada Community College 2201 West Nye Lane Carson City, NV 89703 (702)887-3073	CNBC Mr. M. Reitman 2200 Fletcher Ave. Fort Lee, NJ 07024 Have MII	CD Productions, Inc. Dale Green PO Box 2785 Corrales, NM 87048-2785 (505)898-1544 Have MII	Troxell Terry Hibson 2730 San Pedro, NE Albuquerque, NM 87110 Dealer
University of Missouri Video Network James Gaar 301 Fine Arts Bldg UMKC Kansas City, MO 64110-2499 (816)235-1094 Have MII	Creighton University Chuck Lenosky California at 24th ST Omaha, NE 68138 Have MII	New Hampshire Channel One Video Bill Channel PO Box 1437 Seabrook, NH 03874 (603) 474-5046 No MII	CNBC Kevin Kudatzky 2200 Fletcher Ave. Fort Lee, NJ 07024 Have MII	CD Productions, Inc. Cindy Barchus PO Box 2785 Corrales, NM 87048-2785 (505)898-1544 Have MII	Video Technical Services George McClelland 222 Truman NE Albuquerque, NM 87108 (505)265-4045 Dealer
Vaugh Duplication Services Pete Leverenz 13241 Tandem Drive Creve Coeur, MO 63146 (314)576-6804	Creative Visual Larry Homan 10135 J st. Omaha, NE 68127 (800) 547-4184 MII Owner	Great Northern Video Harvey Weinstein 31 Industrial Park Dr. RFD 10 Concord, NH 03301 (603)228-0412 Dealer	CNBC Steve Crispiano 2200 Fletcher Ave. Fort Lee, NJ 07024 (201) 585-6354 Have MII	Four M Video Inc EF Morrill 6001 San Mateo Blvd NE, STE F-3 Albuquerque, NM 87109 No MII	New York About Multimedia Bill Tucker 1529 Central Ave Albany, NY 12205 (518)464-4098 No MII
Montana Eagle Communications, Inc. C.J. Cannaliato PO Box 5268 Missoula, MT 59806 (406) 721-2063 Have MII	Garner Industries Scott McLain 4200 N 48th Lincoln, NE 68504 (800)228-0275 Manuf.	Ikile Productions Erik Lourette 7 Hampstead Rd Box 439 Sandown, NH 03873 No MII	Creative Associates Harrison Feather 626 Bloomfield Ave. Verona, NJ 07044 (201) 857-3444 No MII	G.C.Video, Inc. Diane Bogle 425 Eubank Blvd, NE Suite E Albuquerque, NM 87123 (505) 293-6509 Dealer	AICPA Will Aygerakis TV Studio 5th Floor 1211 6th Ave. New York, NY 10036 (212) 575-5490 Have MII
KECI-TV Larry Arbaugh PO 5268 Missoula, MT 59806 (406)721-2063 Have MII	Godfathers Pizza Inc. Tom Elkins 9140 W Dodge Rd Omaha, NE 68114 (402)391-1452 Have MII	Taylor & Company Robin Taylor 13 Dartmouth College Hwy Lyne, NH 03768 (603)795-4100 No MII	Garden State Cable TV Martin Otremsky 1250 Haddenfield-Berlin Rd. Cherry Hill, NJ 08034 (609) 354-1223 Have MII	KGSW-TV Mark Gardner 1377 University Blvd NE Albuquerque, NM 87102 Have MII	AICPA Jim Catone TV Studio 5th Floor 1211 6th Ave. New York, NY 10036 (212)596-6200/938-3492 Have MII
KCFW-TV Chris Neuhausen PO Box 857 Kalispell, MT 59901 (406) 755-5239 Have MII	Godfathers Pizza Inc. Matt Kush 9140 W Dodge Rd Omaha, NE 68114 (402)391-1452 Have MII	New Jersey Audio + Video Post Tony Beswick 235 Pegasus Ave Northvale, NJ 07647 (201) 784-2818 No MII	JC Productions John Cahill 352 Amsterdam Ave. Bayville, NJ 08721 (908)269-0100 Have MII	New Mexico Highlands Univ. Drake Bingham Communication Arts Bldg Las Vegas, NM 87701 (505)454-3353 Have MII	Allen AME Church Gary Fulmore 1100-54 Merick Blvd Queens, NY 11432 (718) 526-3510 No MII

All Pro Production Nathan Bacher 124 W. 60th St., Suite 20B New York, NY 10023 (212) 489-5780 Have MII	CoarcVideo Edward Helfer Jr. PO Box 2, Rt 217 Mellenville, NY 12544 (800) 888-4451 Supplier	Locke Productions Christopher Johnson 14336 Oak Ave Flushing, NY 11355 No MII	NBC News Stu Pearman 52-37 Second St Long Island City, NY 11101 (718) 482-8310 Have MII	Warner Advertising Brian Warner 150 N. Winton Road Rochester, NY 14610 (716) 654-6710 Have MII	Marine Grafics Bill Lovin Box 2242 Chapel Hill, NC 27515 (919) 362-8867 Have MII
Bausch & Lomb Terry Shaw 1400 N. Goodman St. Rochester, NY 14692 (716) 338-8779 Have MII	Duckball Al Arthur 532 LaGuardia Pl Box 370 New York, NY 10012 (718) 599-2385 Have MII	Manhattan Cable TV Dean Adrian 120 E 23rd St New York, NY 10010 (212) 598-7278 Have MII	New Matchback Dan Aizenstat 605 2nd Ave Suite 3 New York, NY 10016 (212) 685-6283 Have MII	WPIX Bob Murch 222 42nd St New York, NY 10017 (212) 210-2552 No MII	Robert Warren Mobile Television Productions 2121 Middle Road Fayetteville, NC 28301 (919) 483-4777 Have MII
B & B Systems, Inc. Norman Schnapper 630 3rd Ave. New York, NY 10017 (212) 599-0375 Supplier	Elite Video Production Kalman Zeines 1612 E. 14th St Brooklyn, NY 11229 (718) 627-0499 Have MII	Manhattan Cable TV Fred Ciccone 120 E 23rd St New York, NY 10010 (212) 598-7269 Have MII	New York City Sanitation Department Mike Barbarotto Audio Visual Services Unit PO Box 213 Maspeth (Queens), NY 11378 (718) 507-3543 Have MII	WWNY-TV Jim Corbin 120 Arcade St Watertown, NY 13601 (315) 788-3800 Have MII	Peggy Davis Advertising Agency Sam Davis 4025 Sunnysdale Dr. Winston Salem, NC 27106 (919) 924-8666
BCS Walter Druker 460 W. 34th Street New York, NY 10001 (212) 268-8800 Supplier	Euro Video Productions Carl Holman #9 Hazen Ln Carmel, NY 10512 1(800) 486-2275 Have MII	Manhattan Cable TV James Oakes 120 E 23rd St New York, NY 10010 (212) 598-1787 Have MII	New York Telephone William Basciano 1095 Avenue of the Americas, Rm 1600 New York, NY 10036 (212) 395-0111 Have MII	WXXA TV Sargent Cathrall 815 Central Ave Albany, NY 12206 (518) 438-8700 Have MII	Pumkin Creek Video Production Harold Ferguson 520 Coffee Ave North Wilksboro, NC 28659 (919) 667-7717 (919) 667-0333 Have MII
Bravo Studio Michael Shkolnikov 2055 E 57th St Brooklyn, NY 11234 (718) 377-4411 No MII	Greater Rochester Cable Harry Goldberg 71 Mount Hope Ave Rochester, NY 14620 (716) 325-1111 Have MII	Moyse & Associates, Inc Claude Moyse PO Box 831 Latham, NY 12110 (518) 783-6221 Have MII	New York Telephone William Basciano 1095 Avenue of the Americas, Rm 1600 New York, NY 10036 (212) 395-0111 Have MII	North Carolina A&T State University Arthur D. Selby Greensboro, NC 27406 No MII	Quail Video Product Bob Peretic 614 Glenwood Ave Raleigh N.C. 27603 (919) 833-3100 Dealer
Broadcast Video Productions Jack Miller 480 Main Street Armonk, NY 10504 (914) 273-6649 Have MII	HAVE, Inc. Paul Swedenburg 309 Power Ave. Hudson, NY 12534 (518) 828-2000 Have MII/Supplier	Nassau County Police (VISCOM) Benjamin Homenick 1490 Franklin Ave. Mineola, NY 11501 (516) 573-7013 Have MII	Northstar Television Group Mark Olkowski 405 Lexington Ave, 54th Floor New York, NY 10174 No MII	Camp Lejeune Dept. Schools Mirjam Bohnet Camp Lejeune, NC 28542 No MII	Quinn Productions Amanda Robertson PO Box 25474 Winston-Salem, NC 27114-5474 (919) 768-2746 Have MII
Broadway Video Inc. Dave Radin 1619 Broadway 10th FL New York, NY 10019 (212) 265-7600	Herkimer County Community College Bob Schultz Reservoir Rd Herkimer, NY 13350 (315) 866-0300x238 Have MII	NBC News Archives Yuien Chin 30 Rockefeller Plaza, RM 922 New York, NY 10120 (212) 664-5223 Have MII	PCI Recording Service Ted Hummel 737 Atlantic Ave. Rochester, NY 14609 (716) 288-5620 No MII	Christian Faith Center Willie Hodges PO Box 100 Creedmoor, NC 27522 (919) 528-1580 Have MII	Sara Lee Direct Walter Orehwa 470 Hanes Mill Rd Winston-Salem, NC 27105 (919) 519-7138 Have MII
Bronx Community College Prof. Donald Cauty 184 th St & University Ave Bronx, NY 10453 Have MII	Henry Joerz, Jr 7230 73rd St Glen Dale, NY 11385 No MII	NBC News Mark Chomut 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 Have MII	PDR Productions Neil Derosa 219 E. 44th St New York, NY 10017 (212) 986-2020 Have MII	Curtis Inc. Dave Pettigrew 18517 Thicket Ct. Charlotte, NC 28278 (800) 733-2878 Have MII	Southern Video Corp. Louis Asbury 1016 S. Church St Charlotte, NC 28203 (704) 333-5454 Have MII
Camera Mart Steve Gordon 456 W. 55th St. New York, NY 10019 (212) 757-6977 Supplier	HITN Jose Rodriguez 449 Broadway 13 New York, NY 10013 Has MII	NBC News Joe Marrone 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 Have MII	SUNY Institute of Technology Steve Perta PO Box 3050 Utica, NY 13504 (315) 792-7180 Have MII	Junior Johnson & Associates Ron Dauenhauer Wilkesboro, NC 28697 (919) 984-2101 Have MII	Southern Video Corp. Gary Killough 1016 S. Church St Charlotte, NC 28203 (704) 333-5454 Have MII
Center for Video Education Pat Shafer 56 Lafayette Ave N White Plains, NY 10603 (914) 428-9620 No MII	Hofstra University Mark Sugarman Special Events A/V 112 Student Center Hempstead, NY 11550 No MII	NBC Bill Sacrey 30 Rockefeller Plaza Rm 1210W New York, NY 10112 (212) 664-7140 Have MII	Vaughn Duplication Services Lloyd Dorfman 10 E. 39th St New York, NY 10016 (212) 447-1038 Have MII	Long Communications Group Spencer Bullins 961 Burke St Winston-Salem, NC 27101 (919) 725-2306 Dealer	State of North Carolina Agency for Public Telecommunications Richard Danchi 116 West Jones Street Raleigh, NC 27603 (919) 733-6341 Have MII
Colortone Bob Siebern 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	IATSE Karen Pizzuto 1515 Broadway #601 New York, NY 10036 No MII	NBC Mr. Andy Morris 30 Rockefeller Plaza Rm 1210W New York, NY 10112 Have MII	Vertex Video Group Steven Zacharoff 1680 Bedford Ave. #22D Brooklyn, NY 11225 (718) 756-0438 Have MII	Long Communications Billy Register 1018 Morrisville Pkwy, Ste D Morrisville, NC 27560 (919) 481-1188 Dealer	Target Television Don Kirk 1001 S Marshall St Winston-Salem, NC 27101 Have MII
Colortone Jack Miller 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	IBM East Fishkill Joseph Chin Rt 52 Dept-31U, zip 22A Hopewell Junction, NY 12533 (914) 894-8464 Have MII	NBC News Mel Weidner 30 Rockefeller Plaza, RM 807 New York, NY 10112 (212) 664-6118 Have MII	Vlahos Communications Harvey Vlahos State RT 156 Altamont, NY 12009 (518) 861-8176 No MII	Lowe's Companies, Inc. Bill Hurd PO Box 1111 North Wilkesboro, NC 28656 (919) 651-4933 Have MII	

<p>TeleFox Bill Hitchcock PO Box 2069 Moorehead, NC 28557 (919) 240-7340 Have MII</p> <p>Video Perception Rick Hall 1016 S Church St Charlotte, NC 28203 (704)358-0900 Have MII</p> <p>Walt Kline & Assoc. Mike Laur 200 Brookstown Ave Winston Salem, NC 27101 (919)727-4900 No MII</p> <p>WECT Wayne Tiner 322 Shipyard Blvd Wilmington, NC 28401 (919)791-8070 Have MII</p> <p>WFXI-TV Michelle LaRock PO Box 2069 Moorehead, NC 28557 (919) 240-0888 Have MII</p> <p>W.H. Platts Company Brooks Platts 2303 Distribution Charlotte, NC 28203 (704) 332-9053 Dealer</p> <p>WJZY Ed McKay PO Box 668400 Charlotte, NC 28266-8400 (704) 398-0046 Have MII</p> <p>WRAL Al Dunbar 2619 Western Blvd Raleigh, NC 27606 (919) 821-8555 Have MII</p> <p>WRAL Ron Tyndall 2619 Western Blvd Raleigh, NC 27606 (919) 821-8520 Have MII</p> <p>North Dakota</p> <p>UND Aerospace John Ness PO Box 8009 Grand Forks, ND 58202-8009 (701)777-4722 Have MII</p> <p>WDAY-TV Joel Aagenes 301 8th Street So. Fargo, ND 58103 (701) 237-6500 Have MII</p>	<p>Ohio</p> <p>Advanced Video Jeff Costa 1312 Wise Dr Miamisburg, OH 45342 (513) 461-6800 Have MII</p> <p>ALLTEL Service Corporation Kenneth C. Nelson 2000 Highland Road Twinsburg, OH 44087 (216)963-1862 Have MII</p> <p>Aretta Sevastakis 1656 Archwood Ln Toledo, OH 43614 (419)385-6934 No MII</p> <p>Bear Productions Robert Manster 2633 Warner Rd Fowler, OH 44418 (216)638-3430 Have MII</p> <p>Classic Video Dave Ginaven 5001 E. Royalton Rd Cleveland, OH 44147 (216) 838-5377 Have MII</p> <p>Claybaugh Enterprises Inc David Clay baugh 2959 Layhigh Rd Hamilton, OH 45013 (513)738-0880 Have MII</p> <p>GE Dan Kerr Videoconference Center One Neuman Way Cincinnati, OH 45215 (513) 243-3695 Have MII</p> <p>Horizon Production, Inc. Bill Jacobs 2321 Kemper Ln Cincinnati, OH 45206 (513) 559-0550 Have MII</p> <p>Image Video Teleproduction Mike Tonges 6755 Freedom Ave, NW North Canton, OH 44720 (216) 494-9303 Have MII</p> <p>Industrial Video John Barak 1601 N. Ridge Rd E. Lorain, OH 44055 (216) 277-1218 Dealer</p> <p>Int'l Video Center Fadi Kydassi 2528 Edgehill Rd Cleveland Hghts, OH 44106 92160321-1660 MII Owner</p>	<p>Mission Video Support Paul Klouda 10011A State Rt. 88 Garrettsville, OH 44231 (216) 527-2182 Have MII</p> <p>Mission Video Support Vince Sisson 10011A State Rt. 88 Garrettsville, OH 44231 (216) 527-2182 Have MII</p> <p>Nordson Corporation Robert A. Schneider 555 Jackson Street Amherst, OH 44001 (216) 988-9411x4540 Have MII</p> <p>Ohio Bell Telephone Company John Kovach 100 Erie View Plaza, Rm 230 Cleveland, OH 44114 (216) 822-7560 Have MII</p> <p>RDB Productions Russ Beckner 2100 Heatherwood Ct Middletown, OH 45042 (513) 422-9552 Have MII</p> <p>Riverside Film & TV Productions PO Richardson, Jr. PO Box 543 Marrietta, OH 45750 (614) 373-0861 Have MII</p> <p>RPC Video Bob Ring 6777 Engle Road, Ste D Middleburg Heights, OH 44130 (216) 891-9797 Dealer</p> <p>Stanley Steamer Int'l Steve Whitley 5500 Stanley Steamer Pkwy Dublin, OH 43017 (614) 764-2007x553 No MII</p> <p>TW Teleproductions, Inc. Tom Whaley 141 E Water St Sandusky, OH 44870 (419)621-0602 Have MII</p> <p>Vanguard Productions Jerry Beck 7064 Huntley Rd Columbus, OH 43229 (614) 436-4610 Have MII</p> <p>Video Components 12117 Berea Rd Cleveland, OH 44111-1625 (800) 899-8363 Dealer</p>	<p>Video Duplication Services Pete Stock PO Box 18337 Columbus, OH 43218 (800) 289-4301 Have MII</p> <p>WAKC-TV Earl Miller 853 Copley Rd Akron, OH 44320 (216) 535-7831 Have MII</p> <p>WBNX-TV Bill Coger 2690 State Rd Cuyahoga Falls, OH 44221 (216) 920-1019 Have MII</p> <p>WEWS-TV Ed Miller 3001 Euclid Ave. Cleveland, OH 44115 (216) 431-3687 Have MII</p> <p>WHIZ-TV Elmer Hartmeyer 629 Downard Rd. Zanesville, OH 43701 (614) 453-4079 Have MII</p> <p>Wiegand Audio/Video Labs Charles Wiegand 7758 Lafayette Rd, NW Newark, OH 43055 (614) 967-0059 Supplier</p> <p>WKYC-TV Andy Hitchcock 1403 E. 6th St. Cleveland, OH 44114 (216) 344-3356 Have MII</p> <p>WKYC-TV Gerald Plemmons 1403 E. 6th St. Cleveland, OH 44114 (216) 344-3353 Have MII</p> <p>WNED-TV Alan Creed 13870 Salem Alliance Rd Salem, OH 44460 (216) 337-3755 Have MII</p> <p>Oklahoma</p> <p>Barrister Studios Phil Atkinson 4305 S Mingo Ste A Tulsa, OK 74146 (918)663-7700 Have MII</p> <p>BCD Assoc. RM Howard 7510 N. Broadway Oklahoma City, OK 73116 Manuf.</p> <p>KJRH Vic Turner 3701 S. Peoria St Tulsa, OK 74105 (918) 743-2222 Have MII</p>	<p>Teleproduction Unlimited Mel Elzea 5820 South 129th East Ave Tulsa, OK 74134 (918) 252-2909 Have MII</p> <p>ViaGrafix Mike Webster 31 South Adair Pryor, OK 74361 (800)842-4723 Have MII</p> <p>Oregon</p> <p>Columbia Cable of OR Jim DeChant 14200 SW Brigadoon Ct. Beaverton, OR 97005 (503) 644-3188 Have MII</p> <p>Fishing the West Kerry Brown 5484 SE International Way Milwaukie, OR 97222 (503) 654-0092 Have MII</p> <p>Hultman Media Services Gary Hultman 300 Limpy Creek Road Grants Pass, OR 97527 (503) 474-6466 No MII</p> <p>KBSP Tim Mance 4923 Indian School Rd, NE Salem, OR 97305 (503) 390-2202 Have MII</p> <p>KMITR-TV Kurt Thelen PO Box 7308 Eugene, OR 97401 (503) 746-1600 Have MII</p> <p>Portland Public Schools Jim Kunze Television Services 5210 N. Kerby St Portland, OR 97217 (503) 280-5838 Have MII</p> <p>Professional Video & Tape Bill Floyd 10240 SW Nimbus Ave Tigard, OR 97223 (503) 598-9142 Dealer</p> <p>Psychological Research Foundation Loren Parks 19460 SW Shaw Aloha, OR 97007 (503)649-7007 Have MII</p> <p>Teknifilm/Vaughn Jody McNamer 1434 NW 17 th Ave. Portland, OR 97209 (503)224-3835 Have MII</p>	<p>TELETEK Video Judy & Virgil Sipes 19275 SW Tualasaum Dr Tualatin, OR 97062 (503)638-5035 Have MII</p> <p>Pennsylvania</p> <p>Action Duplication Craig Kuptsow 555 North Lane, Suite 5075 Conshocken, PA 19428 No MII</p> <p>Allen Organ Company Clark Ferguson 150 Locust St Macungie, PA 18062 (215) 966-2202 Have MII</p> <p>Ascension Video Jim Boda 48 A St. Northumberland, PA 17857 (717) 473-9733 Have MII</p> <p>Barlieb Wallace Heilman Productions Pamela Wallace 1680 Mine Site Rd Allentown, PA 18103 (215)395-7176 Have MII</p> <p>Bell Atlantic Morris Hawk 1 Parkway, 2nd Floor Philadelphia, PA 19102 (215) 466-3896 Have MII</p> <p>CamCast Cable Jim Enix 11400 NE Ave Philadelphia PA 19116 (215)961-3813 Have MII</p> <p>Comtel Instruments Sandy Riscoe #9 Parkway Ctr Ste 180 Pittsburg, PA 15220 (412)922-5720 Tape Supplier</p> <p>Cornerstone TV Kevin Robinson Signal Hill Dr Wall, PA 15148 (412) 824-3930 Have MII</p> <p>Cornerstone TV Gary Stuart Signal Hill Dr Wall, PA 15148 (412) 824-3930 Have MII</p> <p>Erik Ciel 1102 Denise Circle Phoenixville, PA 19460-1815 (215)933-3380 MII User</p>
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Mine Safety Appliance Co. Josh Bayer PO Box 426 Pittsburgh, PA 15230 (412) 967-3198 Have MII	WHYY John Collins 150 N. 6th. Street Philadelphia, PA 19106 (215) 351-1274 Have MII	Cable Ad Connection Dave Rodney PO Box 746 Johns Island, SC 29457 No MII	KSFY Eugene Schultz 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 Have MII	Shop At Home Network Buddy Winsett Hwy 32 Newport, TN 37871 (615) 623-8000 Have MII	ECI Video Johnny Griffin 2809 Ross Ave Dallas, TX 75201 (800) 880-9400x218 Dealer
NAMEDLOC Inc Lon Crosby 430 Hollybush Rd Bryn Mawr, PA 19010 No MII	WJAC Rob Abele 1949 Hickory Ln Johnstown, PA 15905 (814) 255-7600 Have MII	Greenville Technical College Michael Conet PO Box 5616 Greenville, SC 29606-5616 (803) 250-8363 Have MII	South Dakota Public Broadcasting Wayne Nelson PO Box 5000 Vermillion, SD 57069 (605) 677-5861 Have MII	Sifford Video Lawson Turk 121 Lyle Ln Nashville, TN 37210 (800) 251-1009	ECI Video Mel Joiner 2809 Ross Ave Dallas, TX 75201 (800) 880-9400 Dealer
Pittsburgh Televideo Inc. 1738 N. Highland Rd. Suite 103 Pittsburgh, PA 15241 Have MII	WPGH-TV John Getz 750 Ivory Ave Pittsburgh, PA 15214 (412) 931-8141 Have MII	Motion Pictures Inc Bruce Coy 554 Johnnie Dodds Blvd Mt. Pleasant, SC 29464 (803) 881-9997 Have MII	South Dakota Public Broadcasting Larry Conlon PO Box 5000 Vermillion, SD 57069 (605) 677-5861 Have MII	Tennessee Wildlife Resources Agency Mark Greenwald PO Box 40747 Nashville, TN 37204 (615) 781-6502 Have MII	Fuji Photo Film Bob Sullivan 1628 West Crosby Road Suite 100 Carrollton, TX 75006 (214) 466-9200 Manuf.
Pro Video Steve Zampana 1001 Sussex Blvd Broomhall, PA 19008 (215) 328-7448 Dealer	WPJT-TV Chief Engineer PO Box 2809 Pittsburgh, PA 15230 (412) 856-9010 Have MII	Prime Cuts Productions Lenny Spears 247 Riverland Dr James Island, SC 29412 (803) 762-0719	South Dakota Public Broadcasting Daniel Schiedel PO Box 5000 Vermillion, SD 57069 (605) 677-5861 Have MII	Video Ideas 4762 Highway 58 Suite G Chattanooga, TN 37416 (615) 894-2677 Have MII	Hatikvah Ministries Brian Jones 2437 Bay Area Blvd, Ste. 143 Houston, TX 77058 (713) 286-2480
Quail Video Products Bill Frazier 949 Penn Ave Pittsburgh, PA 15221 (412) 243-1300 Dealer	WSEE-TV Dan Nungesser 1220 Peach St Erie, PA 16501 Have MII	Ron Shcut 3404 Keenan Dr Columbia, SC 29201 (803) 765-2299 No MII	South Dakota Public TV Peter Egart PO Box 22188 Brookings, SD 57007-2399 (605) 688-4191 Have MII	WLJT-TV Mike Branstetter PO Box 966 Martin, TN 38237 (901) 587-7561 Have MII	Highland Park High School Steve Wilkes Media Dept. 4220 Emerson St Dallas, TX 75205 (214) 453-4800 Have MII
Quail Video Products Brian Nee 949 Penn Ave Pittsburgh, PA 15221 (412) 243-1300 Dealer	Rhode Island Colony Cable Dave Ribblett 169 Weybosset Street Providence, RI 02901-0969 (401) 277-7852 Have MII	Sound & Images Fess Shelton PO Box 26895 Greenville, SC 29616 (803) 288-8400 Have MII	Department of Ag Communications Stuart Fedt PO Box 2231, SDSU Brookings, SD (605) 688-4507 No MII	WMC-TV Mike Schwartz 1960 Union Ave. Memphis, TN 38104 (901) 726-0555 Have MII	Industrial Audio Video Mark Faulstich 2617 Bissonnet Houston, TX 77005 (713) 535-2375 Dealer
Reel Video Productions Mark Johnson 300 Roosevelt Ave Hollidaysburg, PA 16648 (814) 695-8054 Have MII	Heritage Cable Joe Stafford PO Box 518 Lincoln, RI 02865 (401) 765-6652 Have MII	Total Audio Visual Services Allan Dox 1 Winsor Cove Columbia, SC 29223 (803) 788-1333 Dealer	Tennessee Allied Communications Corp. Mark Conrad PO Box 101482 Nashville, TN 37224-1482 (615) 5500 Have MII	World Class Productions Frank Weeks 1300 East 9th Ave Johnson City, TN 37601 (615) 928-5753 Have MII	ISDL Priya Dasi 400 Barsana Rd Austin, TX 78737 (512) 288-7180 Have MII
RPC Video Paul Hauser 384 Route 909 Verona, PA 15147 (412) 828-1414 Dealer	Logeographics Maria Houde PO Box 23535 Providence, RI 02903 No MII	Video South Productions David Haskell 105 Cypress Plaza PO Box 2249 Myrtle Beach, SC 29578 (803) 236-3030 Have MII	Linden Communication Group Michael Stevenson 17 W. Pontotoc Suite 207 Memphis, TN 38103 (901) 523-0506 No MII	Accelerated Christian Education Don Gray 2600 Ace Lane Lewisville, TX 75067 (214) 315-1776 Have MII	J Darrell Kirkley Inc. Darrell Kirkley 11078 Morrison Dallas, TX 75229 (214) 243-0013 Have MII
SMI Productions Stan Mack 5100 Tilghman St. Suite 20 Allentown, PA 18104 (215) 398-8200 No MII	Narragansett TV William Hague 25 Catamore Blvd E Providence, RI 02920 (401) 438-3317 Have MII	Walton Productions Stan Walton 158 Cannondale Rd. Columbia, SC 29212 (803) 731-0871 Have MII	Miles & Associates John Miles 755 Broad St NW Cleveland, TN 37311 Have MII	Accent Audio/Video Inc. Robert Beene 13616 Neutron Rd Dallas, TX 75244 (214) 458-0501 Dealer	KCEN-TV Ken Smith PO Box 6103 Temple, TX 76503 (817) 773-6868 Have MII
St. Margarets Hospital Rich Moore 815 Freeport Rd. Pittsburgh, PA 15215 (412) 784-5252 Have MII	WPRI Jim Costa 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 Have MII	WBTW Doug Carter PO Box 100530 Florence, SC 29501 (803) 662-1565 Have MII	McKee Foods Corp. Tom Hunter, Mgr. AV Division 10260 McKee Rd Box 750 Collegedale, TN 37315 (615) 238-7111 x2382 Have MII	Christian Video Ministries J.D. Dunson HCR 2 Beeville, TX 78102 (512) 358-3416 Have MII	KTSM-TV Andrew Kiska 272 Shadow Mt 59 El Paso, TX 79912 (915) 532-5421 Have MII
Video Spectrum Wayne Stephany 630 Hedgewick Dr Lancaster, PA 17603 (717) 394-4042 Have MII	WPRI Mark Gordon 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 Have MII	W.H. Platts Company Billy Platts 710 King Street Charleston, SC 29403 (803) 723-7604 Dealer	Shop At Home Network Alvin Hodges Hwy 32 Newport, TN 37871 (615) 623-8000 Have MII	CompuTrac Roger Young 222 Municiple Dr. Richardson, TX 75080 (214) 234-4241 Have MII	KTSM-TV Gregg Davison 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 Have MII
WICU-TV Vincent Ugoletti 3514 State st Erie, PA 16508 (814) 454-5201 Have MII	South Carolina Action Video Productions Tommy Cabaniss 9 E. Parkins Mill Rd Greenville, SC 29607 (803) 297-8865 Have MII	South Dakota KSFY Doug Loos 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 Have MII	ECI Video Shawn Sterling 2809 Ross Ave Dallas, TX 75201 (800) 880-9400x224 Have MII	KTSM-TV Rick Vildardell 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 Have MII	

<p>XXXXV Jerry Copeland PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII</p>	<p>Pro Line Video Skip Holcombe 4778 Research Dr. San Antonio, TX 78240 (512)690-1234 Have MII</p>	<p>Brigham Young University Roger Gunn Communication Dept Provo, UT 84602 Have MII</p>	<p>Word Perfect Corp. Steve McCurdy 1555 N. Technology Way Orem, UT 84057 (801) 228-4916 Have MII</p>	<p>Commonwealth Film Inc Rodney Asbridge 1500 Brook Rd Richmond, VA 23220 (804)649-8611 Have MII</p>	<p>Park Avenue Teleproductions David Trownell 3500 Maryland Ct Richmond, VA 23233 Have MII</p>
<p>XXXXV Mike Jugert PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII</p>	<p>Siam Satellite-TV Mandonsiri Kattija Ari 7306 Logging Tr Humble, TX 77346 No MII</p>	<p>DCE Marketing Kenneth Foster University of Utah 2167 Annex Bldg Salt Lake City, UT 84112 (801) 581-5588 Have MII</p>	<p>Word Perfect Corp. Todd Mortensen 1555 N. Technology Way Mail Stop KA110 Orem, UT 84057 Have MII</p>	<p>Department of Justice Dale Linden Bldg 27958A Quantico, VA 22135 Have MII</p>	<p>Petrel Publishing Gene Bjerke 312 Carry st Williamsburg, VA 23185 (804)229-7667 MII User</p>
<p>XXXXV Lou Strowger PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII</p>	<p>Stillpoint Productions Robert Castaldo 706 W. Main St Arlington, TX 76013 No MII</p>	<p>DCE Marketing Tori Smith University of Utah 2167 Annex Bldg Salt Lake City, UT 84112 (801) 581-5588 Have MII</p>	<p>Word Perfect Corp. Scott Myler 1555 N. Technology Way Orem, UT 84057 (801) 228-4900 Have MII</p>	<p>Department of Justice Noel Herold Bldg 27958A Quantico, VA 22135 Have MII</p>	<p>Philip Morris USA Carmen Inge P.O. Box 26603 Richmond, VA 23261 (804) 274-3721 Have MII</p>
<p>Light Ministries Charlene Collins PO Box 670167 Houston, TX 77067 (713)875-4448 Have MII</p>	<p>Texas A & M University Bob Matey Video Lab Kyle Field College Station, TX Have MII</p>	<p>KBYU-TV Lynn Edwards C-302 HFAC BYU Provo, UT 84602 (801)378-3551 Have MII</p>	<p>Vermont Iris Multimedia Robert Logsdan PO Box 726 Burlington, VT 05402 (802) 865-9560 No MII</p>	<p>Empire Video Robert Rositzke 3412 Ramsgate Ter. Alexandria, VA 22309 (703) 360-6623 No MII</p>	<p>Philip Morris USA Jeff Bigham P.O. Box 26603 Richmond, VA 23261 (804) 274-3721 Have MII</p>
<p>Legal Media Center Kevin McInturff 4151 SW Freeway Suite 715 Houston, TX 77027 (713) 963-0397 Have MII</p>	<p>Texas Department of Public Safety Gene Henderson Media Production Unit PO Box 4087 Austin, TX 78773-0001 (512)465-2217 Have MII</p>	<p>KBYU-TV Bob Gillman C-302 HFAC BYU Provo, UT 84602 (801)378-3551 Have MII</p>	<p>Virginia 2PM Multimedia Jim Wine P.O. Box 2 Linden, VA 22642 (703) 636-4142 Have MII</p>	<p>Evening Productions Victoria Eves PO Box 2065 Falls Church, VA 22042 No MII</p>	<p>Public Broadcasting Service Mark Richer 1320 Braddock Place Alexandria, VA 22314 (703) 739-5471 Have MII</p>
<p>Pierre Miron C 15205 S. Main Houston, TX 77035 (713) 499-8764 No MII</p>	<p>Texas Education Agency Ernesto Mejia 1701 N Congress Ave Austin, TX 78701-1494 (512)463-9054 Have MII</p>	<p>LDS AV Peter Unwin A/V Dept. 50 East North Temple Salt Lake City, UT 84150 Have MII</p>	<p>AMPROD Inc. Ken Santucci 4531 Stone Pine Court Chantilly, VA 22021 (703) 818-1353 Have MII</p>	<p>The Family Channel Russ Murphy 1000 Centerville Turnpike Virginia Beach, VA 23463 (804) 523-7874 Have MII</p>	<p>Public Broadcasting Service Larry Jefferson 1320 Braddock Place Alexandria, VA 22314 (703) 739-5204 Have MII</p>
<p>NEC America Broadcast Equipment Dept Jim Suttles 1417 Exchange Dr Richardson, TX 75081 (214) 907-4744 Manuf.</p>	<p>The University of Texas Health Science Center Sam Dement Television Production Services 7703 Floyd Curl Dr San Antonio, TX 78284 (512) 567-2220 Have MII</p>	<p>Scott Nelson Productions Scott Nelson 5006 S. Fairbrook Holladay, UT 84117 (801) 272-5428 Have MII</p>	<p>Walter Arandia 4311 S. 9th St Arlington, VA 22204 (703) 521-9475 Have MII</p>	<p>Gardy-McGrath (Int'l) Inc. Dave Gardy 1950 Roland Clarke Pl., Ste 100 Reston, VA 22091 (703) 620-6000 Have MII</p>	<p>Public Broadcasting Service Keith Ellsworth 1320 Braddock Place Alexandria, VA 22314 (703) 739-5302 Have MII</p>
<p>On Location Video Services Mel Rainer PO Box 35657 Houston, TX 77035 (713) 728-1020 Have MII</p>	<p>The University of Texas Sports Mike Arias Belmont Hall RM 224C Austin, TX 78713 (512)471-6826 Have MII</p>	<p>The Studio Russ Relyea 342 W. 200 S. Salt Lake City, UT 84101 (801)595-8800 Have MII</p>	<p>AVEC Electronics Corp. John Heinke 711 Granby St Norfolk, VA 23510 (804) 627-3502 Dealer</p>	<p>George Mason University Susan Kehoe Univ. Drive TV Studio Fairfax, VA 22030 (703) 323-3586 Have MII</p>	<p>Reed Film & Video Lloyd Reed 9493A Silver King Ct Fairfax, VA 22031 (703) 385 Have MII</p>
<p>Pecan Video Dan Cary 2254 Ravenwood Rd Granbury, TX 76048 (817) 573-6800 Have MII</p>	<p>Vidicomp Distributors Russ Robbins 232 W. 38th St. Houston, TX 77018 (713)694-6400 Dealer</p>	<p>The Valley Channel Earl Rouse 426 N 400 E Logan, UT 84321 (801)752-7537 No MII</p>	<p>AVS Jeff Kreger 3330 Bourbon St. Fredericksburg, VA 22408 (703) 371-8324 Have MII</p>	<p>Gingerbread Productions 1323 Shepard Dr. Sterling, VA 22170 (703)450-7722</p>	<p>Roanoke Memorial Hospitals Edward Hamilton Audio/Visual Ed PO Box 13367 Roanoke, Va 24033 (703)981-7673 Have MII</p>
<p>Project Video Gary Brewton PO Box 5850 Beaumont, TX 77726 No MII</p>	<p>Vidicomp Distributors Tim Mitchell 232 W. 38th St. Houston, TX 77018 (713)694-6400 Dealer</p>	<p>Utah Valley Community College Tom Nelson 800 West 1200 South Orem, Utah 84058 Have MII</p>	<p>Henry Boisvert 4225 N. Henderson Rd Arlington, VA 22203 No MII</p>	<p>C. Mark Guenther 7529 McWhorter Pl.#303 Annandale, VA 22003 (703) 941-6943 No MII</p>	<p>Russell & Associates Sam Russell P.O. Box 877 Marion, VA 24354 (703) 783-2251 No MII</p>
<p>Pro Line Video Jim McConnell 2601 McHale Ct. #140 Austin, TX 78758 (512)837-2000 Have MII</p>	<p>Utah Bosworth Graves Norm Bosworth 1055 S. 700 W Salt Lake City, UT 84104 (801) 972-6128 Have MII</p>	<p>Video Lines Dennis Lisonbee 267 S. Mountainland Orem, UT 84058 (801) 226-0344 Have MII</p>	<p>Bon Aventure Video Communications David Jennings One Radio Lane Culpeper, VA 22701 (703)373-5767 No MII</p>	<p>Norfolk Naval Shipyard A/V Department Bill Whitford Bldg 33 Code 120 Portsmouth, VA 23709 (804) 396-3408 Have MII</p>	<p>Sallie Mae Charlie Hite 200 Fairbrook Dr Herndon, VA 22070 (703) 834-5737 Have MII</p>
<p>Pro Line Video Terry Nixon 2601 McHale Ct. #140 Austin, TX 78758 (512)837-2000 x22 Have MII</p>		<p>Video Reflections David Andrews 6086 Fontainbleu Salt Lake City, UT 84121 (801) 272-3031 Have MII</p>	<p>Zack Burkett Productions Zack Burkett 14162 Marquis Rd Unionville, VA 22567 (703) 854-6502 No MII</p>		<p>Signet Bank Mike Blacker Video Department 11013 W. Broad St. Rd. Glen Allen, VA 23060 (804).0747-2064 Have MII</p>

Stephen Berry Production Services Stephen Berry 4512 Southhampton Richmond, VA 23235 (804)320-0758 Have MII	Washington Blue Mountain Broadcasting Lynelle Childs PO Box 205 College Place, WA 99324 (509)529-9149 No MII	University of Washington Jack Armstrong Instructional Media Svcs Main St DG-10 Seattle, WA 98195 Have MII	WVAH-TV Raymond Beckner 11 Broadcast Plaza Hurricane, WV 25526 (304) 757-0011 Have MII	David Larson Productions David Larson 5910 N. Lilly Road Menomonee Falls, WI 53051 (414) 252-4122 Have MII	Reimers Photo Material Co. Dan Fritz 300 E. Bay Milwaukee, WI 53207 Have MII
Systems Research Service TM Atkins 8664 Martin Creek Rd Roanoke, VA 24018 Supplier	KEPR Don Eckis PO Box 2648 Pasco, WA 99302 (509)547-0547 Have MII	Videoland Productions Mitch McGeary 805-C College St. SE Lacey, WA 98503 (206) 491-1332 Have MII	WYVN Dan Taylor 1 Discovery Pl Martinsburg, WV 25401 (304) 267-6180 Have MII	Eaton Corporation Jim Heise 4201 N. 27th St Milwaukee, WI 53216 (414) 449-6216 Have MII	Universal Production Int'l Bob Kames, Jr. 4415 W. Forrest Home Ave Milwaukee, WI 53219 (414) 321-0874 Have MII
Thomas Communications William Aylward 2550 Huntington Ave Suite 205 Alexandria, VA (703)329-0102 No MII	KHQ Don Carmicheal P.O. Box 8088 Spokane, WA 99203 (509) 448-4655 Have MII	Washington Natural Gas John Cox 815 Mercer Street Seattle, WA 98111 (206) 622-6767 Have MII	Wisconsin Avonix Ken Muehlbauer P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Excel Communications Jim Dorman 3487 N 124th St Brookfield, WI 53005 (414)786-0686 Have MII	University of Wisconsin Bager Football 1440 Monroe St. Madison, WI 53711 Have MII
Tuckahoe Orthopaedics Assoc. Orthopaedic Research of Virginia Mike Cockerham 8919 Three Chopt Rd Richmond, VA 23229 (804)285-7336 Have MII	KHQ Jeff Hite P.O. Box 8088 Spokane, WA 99203 (509) 448-4655 Have MII	Washington Natural Gas Chis Nardine 815 Mercer Street Seattle, WA 98111 Have MII	Avonix Bob Buss P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Firststar Corporation Frank Datzler 777 East Wisconsin Ave. Milwaukee, WI 53202 (414) 765-6228 Have MII	Vaughn Duplication Services Tom Brunhart 700 West Michigan Ave, Ste 150 Milwaukee, WI 53233 (414)276-6511 Have MII
Ultra-Sound A/V Matt Bright 10108 Timberlake Rd Lynchburg, VA 24502 (804)237-4549 Have MII	Kostov & Assoc. Multimedia Studios Michael Kostov 221 First Ave West, Ste 120 Seattle, WA 98119 (206)285-2797 Have MII	West Virginia AV Media Services Engineer Dept 615 9th St. PO Box 2523 Huntington, WV 25726-2523 Have MII	Avonix Jerry Martin P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Fraser Orton Productions Dennis Fraser 2150 Memorial Dr., Suite 212 Green Bay, WI 54303 (414) 494-6150 Have MII	VIDTEK James Lillis 9235 W. Capital Dr Milwaukee, WI 53222 (414) 466-7488 Have MII
Union Theological Seminary John Coffman Media Services Dept. 3401 Brook Rd Richmond, VA 23227 (804)278-4323 Have MII	Kramer Video Tom Kramer PO Box 22446 Seattle, WA 98122 (206) 322-6555 Have MII	Consolidated Media Systems Larry Cox PO Box 649 Scott Depot, WV 25560 (304)744-4804 Supplier	Avonix John Spartz P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Image Makers Advertising John Wigtak 740 North Pilgrim Pkwy Elm Grove, WI 53122 (414)785-1709 Have MII	Wausau Insurance Paul Hunsanger The Westwood Conference Center 1800 W. Bridge St. Wausau, WI 54401 (715)847-7772 Have MII
Video Services, Inc. Jim Howell 9305 Broad Meadows Rd Glen Allen, VA 23060 (804) 346-0835 Repair	Lon Gibby Productions Lon Gibby East 113 Magnesium Spokane, WA 99208 (509)467-1113 Have MII	E.I. Dupont Jack Green 901 W. Dupont Ave. Belle, WVA 25015 (304) 357-1835 Have MII	Avonix Michael Sieb P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Moraine Park Technical College Bob Haase P.O. Box 1940 Fond Du Lac, WI 54936-1940 (414) 929-2112 Have MII	Worthwhile Films Steve Breaker 333 W. Mifflin St. Madison, WI 53703 Have MII
Virginia Baptist Board Glenn Starling P.O. Box 8568 Richmond, VA 23226 (804) 672-2100 Have MII	Mountain View TV Anthony Evans 1500 SE Blairmont Dr Vancouver, WA 98684 (206) 253-2588 Have MII	Seneca Communications Inc. Chuck Sizemore 1321 Dunbar Ave Dunbar, WV 25064 (304) 766-8740 Dealer	Avonix Rob Di Frances P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Northeast Tech. College John Siemering PO Box 19042 Green Bay, WI 54307-9042 (414)498-5495 Have MII	WYOU Frank Maiale 1619 Monroe St Madison, WI 53711-2021 (608) 258-9644 Have MII
Vision Enterprises Michael Sustar P.O. Box 2698 Christiansburg, VA 24068 (703) 382-0451 Have MII	National Videotape Co. Mari Scimeca 63 Clay Seattle, WA 98121 (206) 441-1182 Supplier	Spectra Media Gary Simmons 2410 Woodland Dr South Charleston, WV 25303 (304)744-7725 Have MII	Avonix Michael Sieb P.O. Box 505 3495 N. 124th St Brookfield, WI 53008-0506 (414) 783-6050 Dealer	Optics & Images David Anderson 1805 E. Allouez Ave Suite 1 Greenbay, WI 54311 (414) 465-9040 Have MII	Wyoming Pronghorn Productions Dudley Irvine PO Box 703 Lander, WY 82520 (307)332-9714 Have MII
WRLH-TV Eldon Brown 1925 Westmoreland St Richmond, VA 23230 Have MII	Professional Services Media Rich Kraemer PO Box 4005 Tumwater, WA 98501 (206)786-1686 Have MII	West Virginia University Dept. Radio & TV Rt 10 Box 304B Ramada Rd Morgantown, WV 26506 Have MII	Camera Corner Inc. Earl Neville 529 N. Monroe St. Green Bay, WI 54301 Dealer	Paul Hying Paul Hying 218 12th Ave Green Bay, WI 54303 (414)494-8711 No MII	West Indies Trinidad Video Associates Limited 7 Bergerac Rd Maraval Trinidad, West Indies (809)628-3557 Have MII
WVPT-TV John Hodges 298 Port Republic Rd Harrisonburg, VA 22801 (703)434-5391	Puget Sound Power & Light Company Charles Nishida PO Box 97034 OBC-09W Bellevue, WA 98009-9734 (206) 454-6363 x3231 Have MII	WOAY-TV Jim Martin RTE 16 South Oak Hill, WV 25901 (304) 469-3361 Have MII	Centercom Bob Harmon 5737 W. Hemlock Street Milwaukee, WI 53223 (414) 353-2001 Have MII	P.A. Bergner & Co. Jim Brzyck 331 W. Wisconsin Ave. Fourth Floor Milwaukee, WI 53203 (414)347-5207 Have MII	Canada Alberta
Zion Systems Richard Hiatt 1361 Lincolnshire Dr. Harrisonburg, VA 22801 (703) 433-7700 No MII			C.F. Struck Corp. Charles F. Struck PO Box 307 W51 N545 Struck Ln Cedarburg, WI 53012 (414)377-3300 Have MII		

EM/Media Jim Goertz #200 - 116 - 8th Ave. S.W. Calgary, Alberta T2P 1B3	AEC Computers Jann Teng R.R. #7 Providence Line Peterborough, Ontario K9J 6X8	Edcom Multi Media Rich Kramer 350 Shirley Ave. Kitchener, Ontario N2B 2E1	Ontario College of Art George Dougherty 100 McCaul Street Toronto, Ontario M5T 1W1	York University Dave Walton Stedman Bldg. 4700 Keele Street Toronto, Ontario M3J 1P3	Productions du Deluje Jean Perrier 797 Valiquette Verdun, Quebec H4H 2E1
Glenrose Rehab. Hospital Randy Robertson 10230-111 Ave. Edmonton, Alberta T5G 0B7	Agincourt Productions Perren Baker 20 Kinnear Court Richmond Hill, Ontario L4B 1K8	General A/V Neil Watt 6889 Rexwood Road Unit #9 Mississauga, Ontario L4V 1R2	Ontario College of Art Michael Page 100 McCaul Street Toronto, Ontario M5T 1W1	Prince Edward Island	Projet IMAGE Jose Forest 4565, Chemin de la Reine Marie Montreal, Quebec H3W 1W5
Lethbridge Cablenet Mark Doram 1232 - 3 Ave. South Lethbridge, Alberta T1J 0J9	Asian Television Network Prakash Naidoo 130 Pony Dr. Newmarket, Ontario L3Y 7B6 (416) 836-6460	Humphries Productions Stan Humphries 93 Downey Road Guelph, Ontario NIC 1A1	Ryerson Poly Technical Brad Fortiner 350 Victoria Street Toronto, Ontario M5B 2K3	J.W. Woods Electronics Bill Woods 17 Buell Rd Mermaid, R.R.5 Charlottetown, PEI C1A 7J8	SportAction Video 2323 Boul. Versant Nord Suite 204 St. Foy, Quebec G1N 4P4
Montage Communications Michael Prysunka Lower Floor 611-10th Ave. S.W. Calgary, Alberta T2R 0B2	Asian Television Network Shan Chandrasekar 130 Pony Dr. Newmarket, Ontario L3Y 7B6	Image Projection John Chyurlia 15 Capella Court Unit 109 Nepean, Ontario K2E 7X1	Scarborough Board Alex Maropakis 52 McGriskin Road Scarborough, Ontario M1S 4G5	York Point Productions Stewart Smith 8 Falconwood Road Charlottetown, PEI C1A 6B5	Universite de Montreal Jean-Marie Herbert PO Box 6128 Montreal, Quebec H3C 3J7
Shaw Cablesystems Ernie Poscente 7605 50th St. Edmonton, Alberta T6B 2W9	Atchisound Prod. Services Don Atchison 1589 Drake Ave Ottawa, Ontario K1G 0L7	Maximum Productions Michael Jerome 730 Cochrane Dr. Markham, Ontario L3R 8E1	Sheridan College Todd Hallam Tech Services 1430 Trafalgar Road Oakville, Ontario L6H 2L1	Island Cablevision Wendall Ellis 100 Cable Court Charlottetown, PEI C1B 1A9	Universite du Quebec a Montreal - Denis Vaillancourt C.P. 8888, Succ. "A" Montreal, Quebec H3C 3P8
Shaw Cablesystems Gene Sydor 7633-50 Street Edmonton, Alberta T6B 2W9	Axiom Productions Gerry Matthews 69 Raymond Street Guelph, Ontario N1H 3S4	MBST Lifetime Prod. 5 De Witte Court Markham, Ontario L3P 3Y4	Sheridan College Ken Walker 1430 Trafalgar Road Oakville, Ontario L6H 2L1	Quebec Concept Videoscope Claude Pdpin 100 bld Antonio Barrette Joliette, Quebec J6E 1E5	Saskatchewan Size Small Productions John Lumby 34 Degeer Cresnet Saskatoon, Saskatchewan S7H 4P7
British Columbia	CBC - Windsor Bruce Taylor 825 Riverside Drive W. Windsor, Ontario N9A 1K7	MacLean Hunter Cable Manny Florio Parkdale Studio 47 Lisgar St Toronto, Ontario M6J 3T4	Soft Science Associates Ltd. Eric Harris R.R. #1 Gore's Landing, Ontario KOK 2E0	CKSH-TV Marcel Aganier 340 Boul. Industriel Sherbrooke, Quebec J1L 1Z9	STV - Regina Brian Sather 370 Hoffer Drive Regina, Saskatchewan S4N 7A4
The Videomaker Sig Poeppel 2160 Van Horne Drive Kamloops, B.C. V1S 1L7	CBC - Windsor Rick Baillargeon 825 Riverside Drive W. Windsor, Ontario N9A 1K7	MacLean Hunter Cable Rob Barrie 80 Worcester Rd Etobicoke, Ontario M9W 1K7	Special Event Video Productions Jim Huber 1911 Baseline Rd #100 Ottawa, Ontario K2C OC7	CKTM-TV Trois Rivières 4141 St. Jean Blvd Trois Rivières, Quebec G9A 5G3	STV - Regina Ron Mittelholtz 370 Hoffer Drive Regina, Saskatchewan S4N 7A4
VIDCOM Michael Olelock 3-1854 West First Ave. Vancouver, B.C. V6J 1G5	CFMT - CH. 47 Pip Bola 545 Lakeshore Blvd. West Toronto, Ontario M5V 1A3	MacLean Hunter Cable Merle Zorbe 80 Worcester Rd Etobicoke, Ontario M9W 1K7	St. Clair College Roger Faubert 2000 Talbot Road West Windsor, Ontario N9A 6S4	Hautes Etudes Commerc. Serge Larivee 5255 Avenue Decelles Montreal, Quebec H3T 1V6	STV - Saskatoon Len Virog 218 Robin Cresnet Saskatoon, Saskatchewan S7L 7C3
Nova Scotia	CFMT - CH. 47 Brian Herling 545 Lakeshore Blvd. West Toronto, Ontario M5V 1A3	MacLean Hunter Cable Jim Chapman 80 Worcester Rd Etobicoke, Ontario M9W 1K7	University of Toronto Ron Beardon Media Centre 563 Spadina Ave. Toronto, Ontario M5S 1A1	Infographie Michel Faubert 520 Landreville, Unit 1A Ile des Soeurs, Quebec H3E 1B4	STV - Saskatoon Brian Taylor 218 Robin Cresnet Saskatoon, Saskatchewan S7L 7C3
Central Editing Services Rocky Warren 69 Walker Street Truro, Nova Scotia B2N 4A8	Corona Communication Doug Reynolds 500 Barrydoowne Rd. Sudbury, Ontario P3A 3T3	Meta Media Productions Andrew Ruhl 90 Yarmouth Street Guelph, Ontario N1H 4G3	University of Toronto Ernie Lopez 119 St. George Street North Wing, Room 27 Toronto, Ontario M5S 1A1	Le Studio du Centre- Ville Michel Blodeau 1168 rue Bishop Montreal, Quebec H3G 2E3	Video One Systems Randy Swan 2318 Avenue C North Saskatoon, Saskatchewan Canada S7L 5X5
Halifax Cable Brett Smith PO Box 8660, Stn A 5841 Bilby St Halifax Nova Scotia B3K 5M3	CKCO-TV Joe Brenner 864 King Street West Kitchener, Ontario N2G 4E9	Municipality of Toronto Community Services Dept Paul Downey 590 Jarvis St 6th Floor Toronto, Ontario M4Y 2J5	University of Windsor Tom Fuerth Communications Dept. Windsor, Ontario N9B 3P4	Ordigraphe Inc Denis Rivard 3740 Boul. Matte Brossard, Quebec	
Ontario			Video Events John Phillips 6 Winthrow Ave Toronto, Ontario M4K 1C9	Premier Choix TVEC Inc. Chantal Gagnon 2100 Ste - Catherine Quest #800 Montreal, Quebec H3H 2T3	
Advanced Video Prods Mark Geier 28 Dywin Ct. Cambridge, Ontario N1R 7A4	Edcom Multi Media Jeff Howard Production Dept. 1773 Mattawa Ave. Mississauga, Ontario L4X 1K5	North York School Board Neville Dean 85 Peckham Ave. North York, Ontario, N2R 2V4	Vid Vid Video Blake Robson 17 Easton Road Brantford, Ontario N3P 1J4		